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October / 1961

- *Staggered row depositing*
- *How candymen are talking candy*
- *The thinking behind Maud Muller*



the Manufacturing Confectioner

specialized publication for confectionery manufacturers




Extended shelf life... glossy coatings with all the waxy taste removed—that's what modern candy makers get. They use FDA-approved Span 60/Tween 60 emulsifiers—the "twin 60's" from Atlas. ■ Add the "twin 60's" at 150-160°F, and hold at least half an hour. Check tempering temperature—you'll probably want to lower it as much as 4°.

■ Span 60/Tween 60 additions are economical, too. You use only about 1%, finished coating weight. We'll be glad to help you, too, to determine the quantity and mixture that's right for you. For assistance, or details on the "twin 60's"—write Atlas Chemical Industries, Inc., Wilmington 99, Delaware. Ask for Bulletin 19.

ATLAS CHEMICAL INDUSTRIES, INC.

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A NEW SOURCE! NATURAL CITRUS FRUIT FLAVORS

from Florida & California
MINUTE MAID[®]
SUN-FILLED[®]
CITRUS OILS

Florida and California All-Valencia Orange Oils, Cold Pressed, U.S.P. • California Lemon Oil, Cold Pressed, U.S.P. • Florida and California Grapefruit Oils, Cold Pressed • Florida Lime Oil, Cold Pressed • Florida Tangerine Oil, Cold Pressed

Guaranteed purity! Confectionery and bakery manufacturers are finding SUN-FILLED citrus essential oils unmatched for adding rich, full-bodied natural citrus fruit flavor and aroma to candies and pastries. They're 100% pure... produced and packed under U.S.D.A. inspection... protected against adulteration and sophistication by tamper-proof seals.

Guaranteed quality! Minute Maid's strict quality control assures uniform high quality batch after batch. When you buy SUN-FILLED you buy the very best! And you have a choice of SUN-FILLED's complete line of cold pressed citrus oils, from both Florida and California.

Guaranteed supply! Minute Maid's extensive citrus groves in Florida are becoming an increasingly important source of citrus oils. They're a source you can rely on both now and in the future. Remember too, that Minute Maid is America's largest producer of citrus products. SUN-FILLED citrus oils are shipped in 35-lb. tins and 385-lb. drums. Free samples are available from your dealer, or by writing to:

**CITRUS
PRODUCTS
DIVISION**

MINUTE MAID CORPORATION
Orlando, Florida





RASPBERRY

Raspberry has always been the most popular fruit flavor.

Its greatest success depends on the extent of its true reproduction of the flavor of the actual fruit.

Excellent in all types of confectioneries, gelatin and dessert powders.

We invite your inquiries for samples.

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208 N. WELLS STREET, ROOM 200, CHICAGO 6, ILL., TEL. CENTRAL 6-5815



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candy business

Beech-Nut Life Savers propose purchase of Tetley Tea

Pending stockholders' approval, Beech-Nut Life Savers will purchase Joseph Tetley and Co., Limited, London, and subsidiaries. The plan has been approved by the directorate board of both firms, and the major common stockholders of Tetley have indicated intention to approve the transaction. Joseph Tetley and Co., Limited, and subsidiaries, engage in the tea business in a number of countries under the Tetley name. No changes in the Tetley management are contemplated.

Grant-in-aid for research on hard candy

The Sugar Research Foundation, Inc., which is supported by the sugar industry, has provided a research grant for studies at Franklin & Marshall College, Lancaster, Pa., to develop better tasting hard candies.

Professor William Duck, who is also research director of the Pennsylvania Manufacturing Confectioners Association, and his associates at the college are exploring the use of "doctoring" agents other than corn syrup in hard candy.

During the coming year, 25 research projects—studies in food technology and surochemistry—will be supported in the U. S. and abroad by the Sugar Research Foundation, Inc. Since 1943, the organization has spent more than \$3,500,000 to help discover and develop new and significant uses of sugar and its by-products for industry and home use.

Hartley heads research at Curtiss Candy

Dr. Clell B. Hartley is new director of quality control, research and development at Curtiss Candy Company, Chicago. He joined the firm in 1960, and previously was manager of quality control in the Omaha, Nebraska headquarters of Fairmont Food Company. Prior to 1957, Dr. Hartley was associated with Kraft Foods Division of National Dairy Products Company for five years.

Dr. Hartley received his B.S., M.S. and Ph. D Degrees from the University of Minnesota, and is a member of the American Dairy Science Association, and the Institute of Food Technology.



Dr. C. B. Hartley

July Confectionery and Chocolate Sales Were \$65.6 Million

The \$65,554,000 sales of confectionery and chocolate products in July was 18% below June sales. However, sales for the month were 6% better than for the same month in 1960. Even though sales of manufacturer-wholesalers during the month stood at \$53.2 million (19% below June) sales were up 6% compared to July 1960. Manufacturer-retailer sales were about even with the June figure of \$4.0 million, but were 1% below sales for July 1960.

TABLE 1.—CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS: DOLLAR SALES BY KIND OF BUSINESS

Item	Estimated sales of current month and comparisons			
	July 1961 (\$1,000)	Percent change July 1961 from July 1960	Estimated sales year to date 7 months from 1961 (\$1,000)	Percent change 7 months from 1960
Confectionery and competitive chocolate products, estimated total	65,554	+ 6	634,726	+ 3
BY KIND OF BUSINESS:				
Manufacturer-wholesalers	53,211	+ 6	506,286	+ 2
Manufacturer-retailers ¹	4,006	- 1	40,753	- 1
Chocolate manufacturers	8,337	+13	87,687	+11
TOTAL ESTIMATED SALES OF MANUFACTURERS-WHOLESALEERS BY DIVISION AND STATES				
New England	4,341	+ 3	48,080	- 3
Middle Atlantic	15,526	+12	157,246	+ 4
N. Y. and N. J.	10,756	+14	92,014	+ 5
Pa.	4,770	+ 7	65,232	+ 2
East North Central	20,908	- 2	184,246	- 3
Ill.	18,512	- 4	162,285	- 4
Ohio and Ind.	1,751	+14	15,345	+ 8
Mich. and Wis.	645	+15	6,616	- 2
West North Central	2,715	+30	25,296	+10
Minn., Kan., S. Dak., and Neb.	1,632	+38	14,716	+ 4
Iowa and Mo.	1,083	+19	10,580	+19
South Atlantic	3,147	+ 6	24,971	+ 1
Md., D. of C., Va., W. Va., N. Car., and S. Car.	1,263	+ 8	10,657	(²)
Ga. and Fla.	1,884	+ 4	14,314	+ 3
East South Central: (Ky., Tenn., Ala., and Miss.)	1,402	+20	11,567	+ 7
West South Central: (Ark., La., Okla., and Tex.)	1,325	+15	16,730	+ 9
Mountain: (Ariz., Colo., Idaho, N. Mex., and Utah)	640	+36	6,373	+15
Pacific	3,207	+11	31,777	+13
Calif.	2,700	+15	26,506	+15
Wash. and Ore.	507	- 5	5,271	+ 4

¹Retailers with two or more outlets.

²Less than 0.5 percent change.

TABLE 2.—POUNDRAGE AND DOLLAR SALES OF SELECTED MANUFACTURER-WHOLESALEERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

Type of product ¹	First 7 months					
	July 1961 Pounds (1,000)	Value (\$1,000)	July 1961 Pounds (1,000)	Percent change from 1960	Value (\$1,000)	Percent change from 1960
TOTAL SALES OF SELECTED ESTABLISHMENTS	84,075	31,201	764,880	+ 5	303,236	+ 4
Package goods made to retail at:						
\$1 or more per lb.	1,184	1,071	22,243	- 6	25,356	- 5
\$0.50 to \$0.99 per lb.	6,030	2,902	61,736	+15	31,124	+11
Less than \$0.50 per lb.	14,145	3,876	119,089	+ 1	31,623	+ 1
Bar goods	38,787	14,754	353,933	+ 5	140,579	+ 3
5¢ and 10¢ specialties	11,033	5,066	91,960	+ 2	42,532	+ 5
Bulk goods ²	12,896	3,532	115,919	+10	32,022	+15

¹Selected group of large manufacturer-wholesalers and chocolate manufacturers report sales by type of product. Companies reporting such detail account for approximately half of the total dollar sales of manufacturers.

²Includes penny goods.

Data from: monthly Current Industrial Reports of U.S. Dept. of Commerce

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If you buy Vanillin...

Check these 1ST FIRST!



ZIMCO® VANILLIN is the world's *original* lignin vanillin, the *standard* for the flavor field. Choice of discriminating flavor chemists everywhere.



ZIMCO VANILLIN is made like a fine pharmaceutical under stringent production controls to be the *finest* vanillin the world has ever known.



ZIMCO VANILLIN is unparalleled for its superb flavor and its exquisite aroma because of its *exclusive* manufacturing process developed after many years of scientific research.



Users of ZIMCO VANILLIN receive the benefits of Sterwin Technical Service... practical assistance and recommendations based on the *broadest* experience in the field.

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Mars
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Mars sponsors big tv show Oct. 19; use all-industry message

The night of October 19 will be a big one for the candy field because the ABC-TV network will carry an all-industry candy commercial. Afterward, the elaborate commercial will be made available free to any and all members of the industry who wish it for over-all promotion of candy.

The production, sponsored by Mars, Inc., is one minute in length and has been designed to point out the high quality, good-tasting and great variety benefits of candy. Mars will use it on their special television program, "Feathertop", that evening (8:30-9:30 Eastern and Pacific time, and 7:30-8:30 Central and Mountain time). The hour-long musical romance has been planned for pre-Hallowe'en telecast, and is



A scene from the tv commercial created by Mars, Inc. for free distribution, through the National Confectioners Association, to candy-makers who wish to use it for the over-all industry promotion of candy. It will have premiere showing on Mars "Feathertop" show, Oct. 19 on ABC-TV.

adapted from a story by Nathaniel Hawthorne. Starring Jane Powell and Hugh O'Brian, the show features Hans Conreid and Cathleen Nesbitt.

Mars President James Fleming, in commenting on the commercial said, "We have had this all-candy TV message created to tie in with the National Confectioners Association's promotion of the entire candy industry. Two versions of the lead-in to the commercial have been prepared. One of them makes reference to Hallowe'en, and that is the one we will use on "Feathertop." A second lead-in (a non-Hallowe'en version) has been prepared for use at any time.

The commercial has the format of a miniature musical comedy number, with original lyrics, music and choreography. Nine actors and dancers (adults and children) are in the cast.

McComb represents traffic group on task force

At the semi-annual meeting of the Manufacturing Confectioners Traffic Conference in early June, Arthur

McComb, Smith Bros., Inc., Poughkeepsie, N. Y. was named to represent the group on the Task-Force Committee of Shippers Leagues which is being organized by the Eastern Industrial Traffic League.

Objectives of the Task Force Committee is to seek out ways to meet the needs of small shipments traffic.



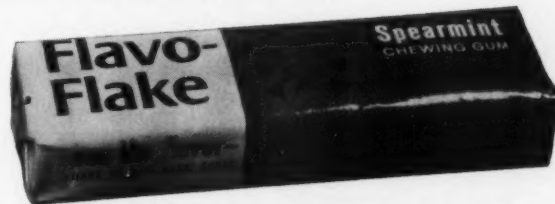
In appreciation for services rendered to the Manufacturing Confectioners Traffic Conference, the members presented each retiring officer with a desk set and plaque during the recent semi-annual meeting in Portsmouth, N. H. Shown are (left to right) Former Secretary-Treasurer B. Arthur Carolan, T. M. Henry-Heide, Inc.; Marcel M. Solay, T. M. Mason Candies, past chairman of the conference; and H. O. Allyn, T. M. Charles M. Miller Co., chairman of the award committee.

Baltimore confectioners elect

Officers elected to head The Baltimore Manufacturing Confectioners Association, one of the oldest candy associations in the country, are: Jimmy Ross, Naron Candy Co., president; Leo Taylor, Mary Sue Candies, vice president; Marshall Pusey, The H. B. Cook Co., secretary treasurer.

—by L. E. Voneiff, Publicity Chairman, BMCA.

American Chicle tests its flavored gum



American Chicle is test marketing a new gum called Flavo-Flake. The flavoring is in small panned sugar bits of distinctive color. These are mixed through the gum, and show up as colored specks.

This is the second entry in the field of novelty flavored gum, after Stripe by Beech Nut.

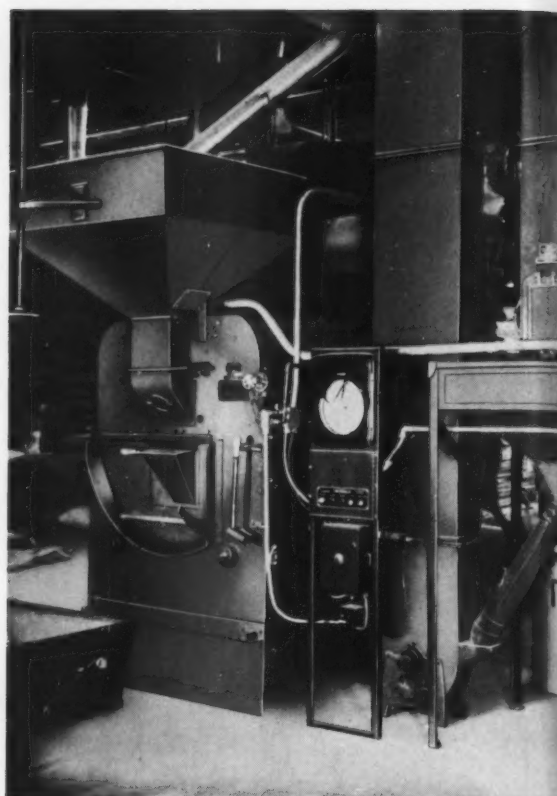
Doumak gets new plant

Doumak, Inc., California manufacturer of marshmallow, is establishing a new plant in Elk Grove Village, Ill. Its previous distribution has been confined primarily to the western states.

BURNS

Thermalo

*delivers clean,
uniform roasts
batch after batch*



LOW TEMPERATURE HEAT . . . avoids scorching, produces a uniform roast from nut to nut, and within each nut!

RECIRCULATION . . . pulls loose skins out of the roasting cylinder, avoids smudging, and assures clean roasts!

RAPID VELOCITY HEAT . . . permits fast, even development, gives two 500 lb. batches per hour, or even more of smaller batches!

RUGGED CONSTRUCTION . . . assures many years of satisfactory service—minimizes maintenance and repair!

AUTOMATIC OPERATION . . . can be provided. Reduces supervision time. Duplicates perfect roasts, batch after batch!

More and more nut processors are turning to Burns for plant engineering and for quality-built equipment. Dollar for dollar, Burns Nut Machinery is your best buy today!

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WHITTEN GELATIN

MAKE . . . ?

- GRAIN
- CAST
- CUT
- EXTRUDED

Marshmallow

TRY HYPOWR GELATIN

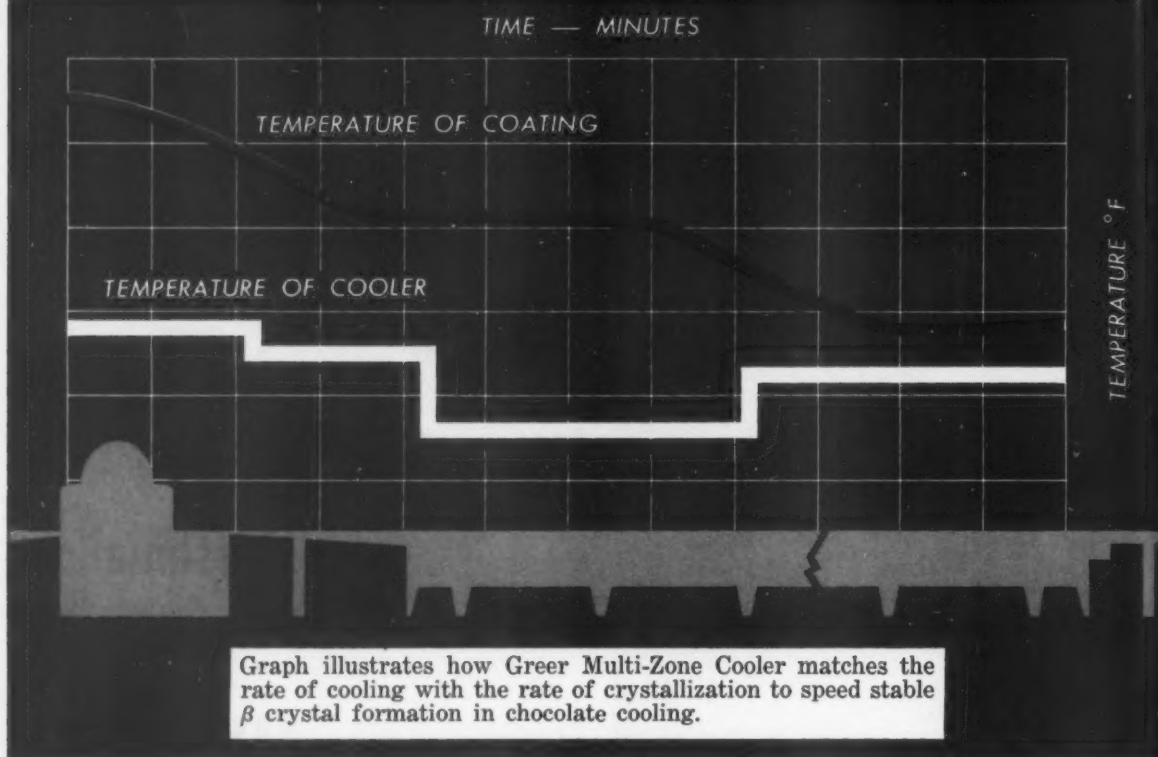
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SERVICE EXCELLENT

J. O. WHITTEN Co., Inc.
WINCHESTER, MASS.

Maker Of Excellent Gelatin

GREER IDEAS



...the scientific basis of multi-zone cooling

A cooling system, to be truly efficient, should be adjustable to match the rate of crystallization that takes place during the hardening of the coating. It is a well-established fact that two sources of heat are liberated during the cooling process: (1) the sensible heat removed in lowering the temperature of the coating and (2) the latent heat of crystallization. Stable β crystals established in the Coater during the tempering process are uniformly dispersed in the coating at the start of the cooling process. As the centers move down the cooler, the temperature of the liquid cocoa butter or other fat should be dropped at a *controlled rate*. At a certain temperature the rate of crystallization will increase very rapidly. During this process, a considerable amount of latent heat

is released, about 20 BTU per pound of chocolate of 30% butter fat.

It is obvious that if this traveling product could pass through a zone of much colder air, the rate of crystallization could progress more rapidly, thereby increasing the efficiency of the cooling cycle. This is now possible through the advanced design of the Greer Multi-Zone Cooler. The individual refrigeration coil and temperature control in each 8 foot section makes it possible to drop the temperature during this period of crystallization.

The result of applying science to machine design —

Six minute cooling of chocolate coating
Three minute cooling of compound coating

Call or write:

J. W. GREER COMPANY

Wilmington, Massachusetts

BOSTON • NEW YORK • CHICAGO • SAN FRANCISCO

...TO BRING BETTER FOOD TO MORE PEOPLE AT LOWER COST

GREER

The sweet and the sour

Among the interesting & popular candies that are not made in the United States is that poor relation of marzipan, called persipan. This candy is made in substantial quantities in Germany of de-husked and de-bittered apricot and/or peach kernels.

A recent copy of the house magazine of Hermann Bauermeister of Germany provides some interesting information on the manufacturing process, as well as something of the dangers inherent in its manufacture. Prussic acid is one of the degradation products produced in the de-bittering process. Though this is a very potent poison, proper factory conditions and machinery render the process completely safe.

It would seem that one of the more profitable areas of new product development in the United States would be in the area of confections of proven popularity in other countries. Other things being equal, a confection that has a proven popularity in another country should have the edge over a completely new creation that had never been exposed to consumer approbation.

Whether apricot and peach kernels are a surplus commodity or not, we do not know. If so, however, perhaps a persipan industry might well be developed.

A salute to Mars, Inc. for producing and making available to the industry a one minute TV commercial promoting the benefits of candy.

The commercial will have the first nation-wide showing over ABC-TV the evening of October 19 during Mars' hour-long, special show called "Feathertop".

Every person earning their livelihood in the candy industry should invite their friends and neighbors into their homes to see the show . . . and don't forget to serve candy to munch on.

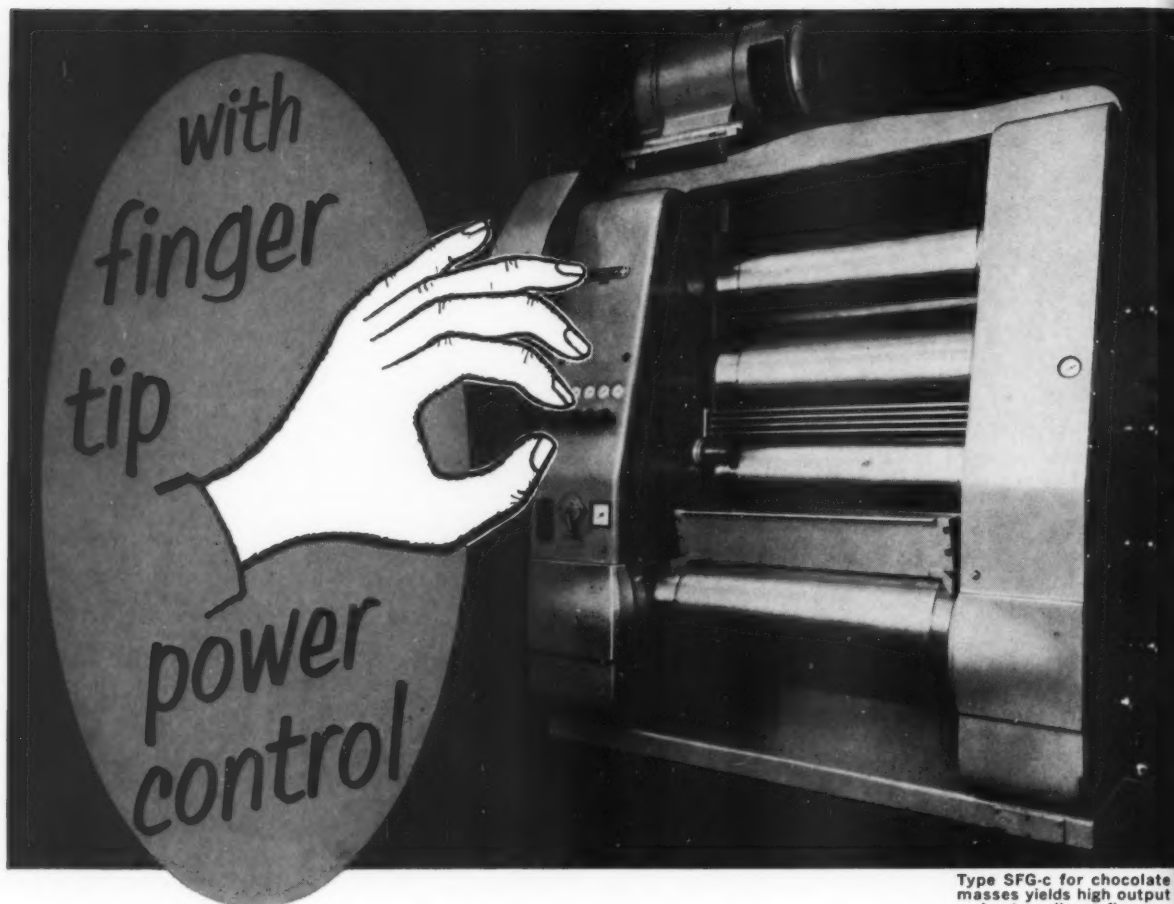
I expect that one of the really crucial emergencies that can befall a candy manufacturer, particularly those not in large metropolitan areas, is the sudden loss of the factory's steam supply through failure of the boiler.

We have recently read that this situation no longer need cause extended down-time. In the middle of the week, an Akron bakery's boiler failed. In response to an order, the manufacturer of packaged boilers shipped a completely assembled unit of 3150 lbs/steam/hour by air freight from California. Within 48 hours after the boiler maker received the order, the unit was producing at rated capacity in the Akron bakery.

This is not only a tribute to the flexibility and capacity of the modern air freight industry but also emphasizes for manufacturers (of both consumer items and of capital goods as large as steam generators) the importance of being "in stock."

BUHLER

high capacity FIVE ROLL MILL



Type SFG-c for chocolate masses yields high output and extraordinary fineness in one passage through mill.

NEW hydraulic system provides
easy regulation • higher pressures • absolute pressure stability

Constant Roll Pressures—Once pressure is set, rolls never need readjustment.

Hydraulic Scraper Control—Improved scraper blade readjusts automatically to keep pressure and angle uniform. Wear on blade is minimized. Output fluctuations are eliminated.

Rolls Always Parallel—Single switch releases

and re-engages rolls. Exact service pressures are automatically resumed along entire length of rolls. Time saved in cleaning enables one operator to attend several mills.

Buhler Rolls—These high quality rolls are world famous for their excellent grip and resistance to wear.



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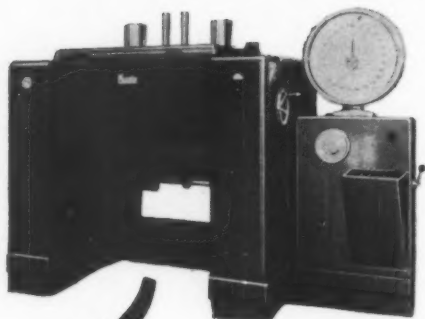


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at 75-35-31st Ave., East Elmhurst, L. I., New York

NO OTHER NUT COMES IN SO MANY USEFUL SIZES, SHAPES AND FORMS

EUROMAC — BAUERMEISTER COMPLETE CHOCOLATE PROCESSING SYSTEMS



MODERN CHOCOLATE MIXING

FULLY AUTOMATIC MIXER-KNEADER LOCATED ON ELECTRONICALLY CONTROLLED WEIGHING DEVICE ASSURE POSITIVE INGREDIENT INFED. ADJUSTABLE NON-TILTING DISCHARGE IN AREA OF COMPRESSION RESULTING IN RAPID AND THOROUGH EMPTYING OF MIXING CHAMBER.

MODERN CHOCOLATE REFINING

TYPE FW-591-SL-H HYDRAULICALLY CONTROLLED FIVE ROLL REFINER ASSURES MAXIMUM OUTPUT WITH ALL ROLLS OF A PATENTED STRESS BALANCED DESIGN AND UNDER POSITIVE HYDRAULIC CONTROL.



MODERN CHOCOLATE CONCHING

THE "ROTOR" CONCHE HAS BEEN SPECIALLY DEVELOPED TO SUIT MODERN CHOCOLATE MANUFACTURING REQUIREMENTS. ITS FLAVOR AND FLUIDITY DEVELOPING POWERS SAVES COCOA BUTTER, DECREASES CONCHING TIME AND OBTAINS MAXIMUM FLAVOR.

NO STEAM OR WATER REQUIRED.

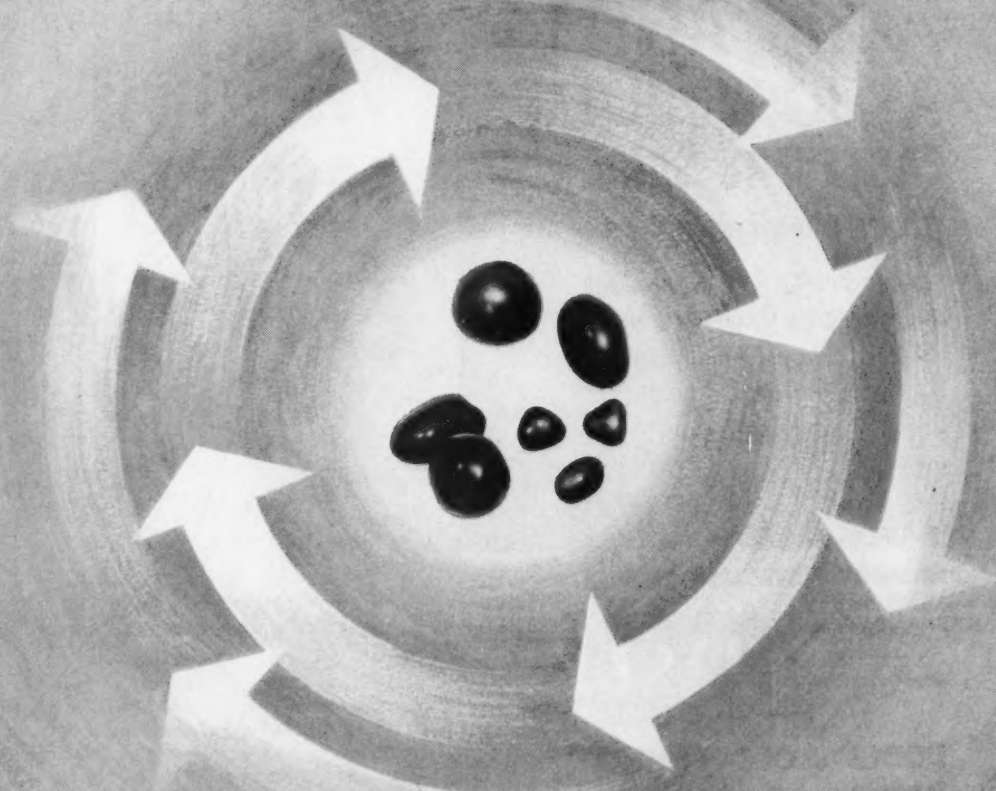


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EUROMAC, INC.
PALISADES PARK, N. J.
WHITNEY 3-5890

NOW... LASTING PROTECTION FOR PANNED GOODS



WITH MANTROSE CONFECTIONER'S GLAZE

Guards Against Breakage, Scuffs, Discoloration

Cinnamon hearts...bridge mix...or malt balls...panned candy protected with Mantrose Glaze keeps that "just made" look and taste. Consumers find it as fresh and appetizing as the day it was packed. Here's why: Mantrose Glaze minimizes degradation of fatty substances. And keeps scuffing during packaging and handling to a minimum. Breakage, too, is reduced.

Unsurpassed in purity, Mantrose Confectioner's Glaze has wide approval. It's

made under the most sanitary conditions in a big, new plant by experienced personnel.

Why not insure the quality of *your* product with Mantrose Glaze? We'll gladly supply technical help. Write today for your free sample and full information.

The **Mantrose** Corporation

99 Park Avenue, New York 16, N. Y. • Telephone MU 7-2762
Plant address: Attleboro, Mass. • Established 1919

FLAVOR

WITHOUT IT A PIG AND A FIG WOULD TASTE THE SAME

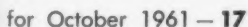
If we had no taste buds, how dull food would be. Candy or a blade of grass... would it really matter? It is therefore almost the duty of the candy maker to live up to this sense of taste... and to this end the D&O flavor chemists are at your service.

FLAVOR BASES
ESSENTIAL OILS
AROMATIC CHEMICALS



DODGE & OLCOTT, INC.
Seventy-five 9th Avenue, New York 11, N.Y.







Gourmet?

No, But She Knows What She Likes! Somehow she could never bring herself to try snails. But she's famous for her chicken fricasse and dumplings. Tasty food is important to her. To her? To everybody. The public stays stubbornly away from foods that miss on flavor. The public stays stubbornly loyal to foods that are flavored by Felton! Why? Because Felton works with all the standard ingredients of flavor plus one: creativity. This flavor creativity makes taste buds flower to their fullest satisfaction; develops steady customers, steadily growing sales. Send for the man from Felton. He'll put this creativity to work for you! Felton Chemical Company, Inc., 599 Johnson Ave., Brooklyn 37, N.Y.

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YOU CAN TRUST MERCKENS FINE CHOCOLATE FOR YOUR PROUDEST CANDIES

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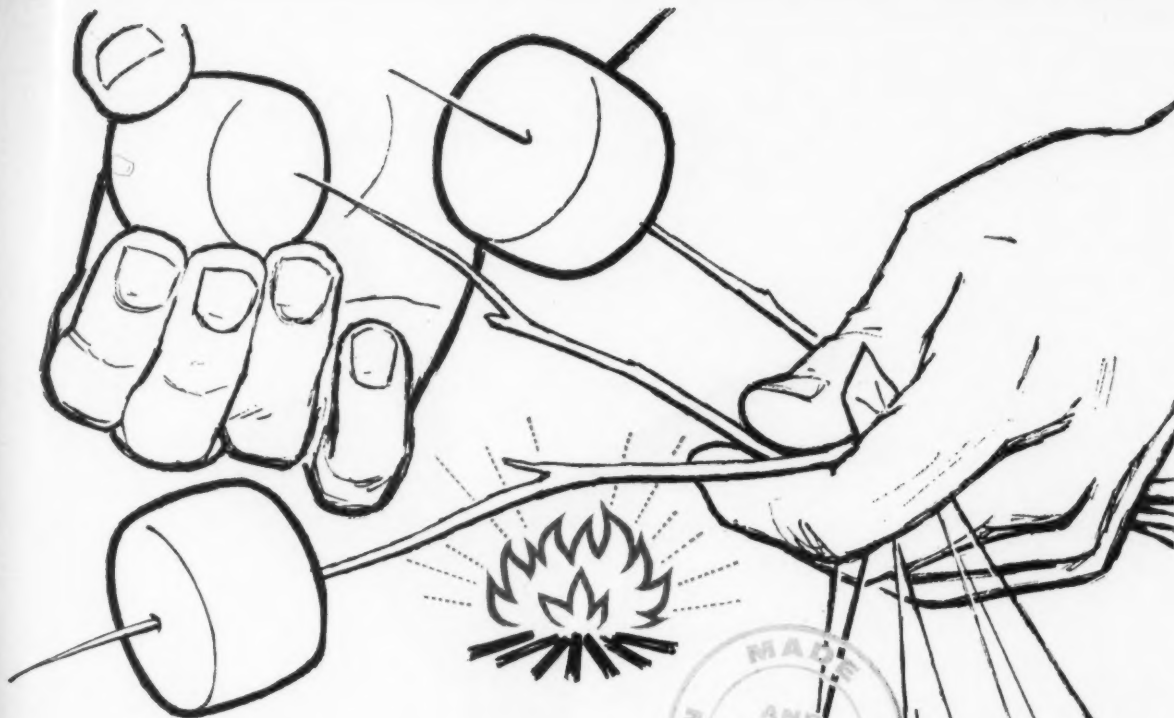
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That Wonderful Marshmallow Quality at Lower Cost with **SWIFT'S SUPERWHIP GELATIN**

Swift's Superwhip gelatin helps give your marshmallow that tender, resilient body and all the special marshmallow characteristics that children love.

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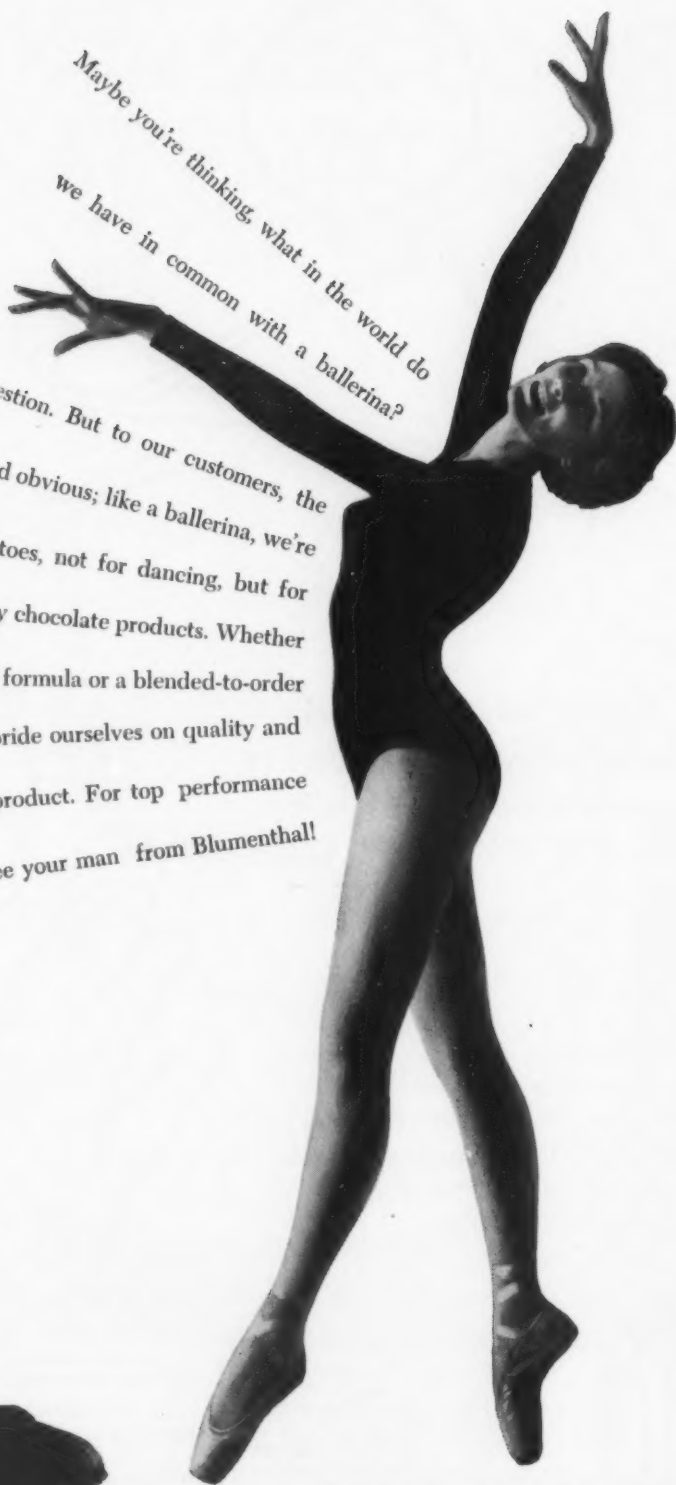
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GE-25



*Maybe you're thinking, what in the world do
we have in common with a ballerina?*

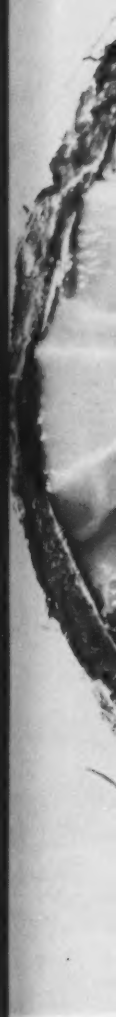
*Good question. But to our customers, the
answer is easy and obvious; like a ballerina, we're
on our toes, not for dancing, but for
producing quality chocolate products. Whether
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... see your man from Blumenthal!*



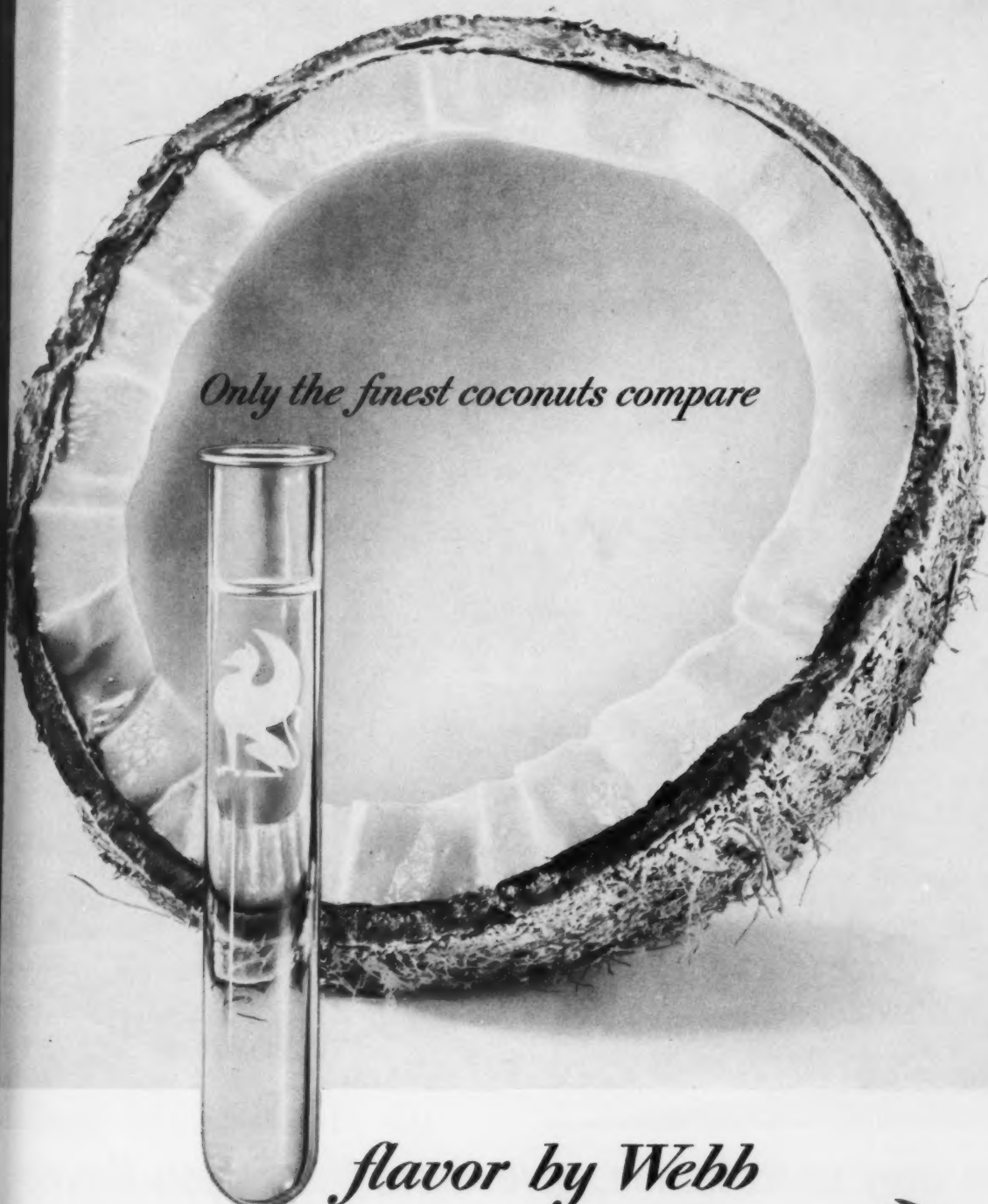
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Trop
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A large coconut shell is shown in cross-section, revealing its hollow interior. A glass test tube is placed vertically inside the shell. The test tube contains a liquid and features a white silhouette of a griffin, the logo of R. D. Webb & Co., Inc. The coconut's husk is dark and fibrous, while the inner shell is smooth and light-colored.

Only the finest coconuts compare

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Tropical coconut is one of the many flawless, synthetic food flavors by Webb. It is available in several liquid forms, and spray-dried, to suit all applications. For samples, and information about any of the Webb specialty flavors (such as coconut, banana, pineapple), or the wide variety of standard flavors, please call or write Webb. Food flavor specialists for over 50 years.



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This is no place to skimp! When just an ounce or two of lemon oil can glorify—or ruin—a hundred-pound batch of your candy, why gamble?

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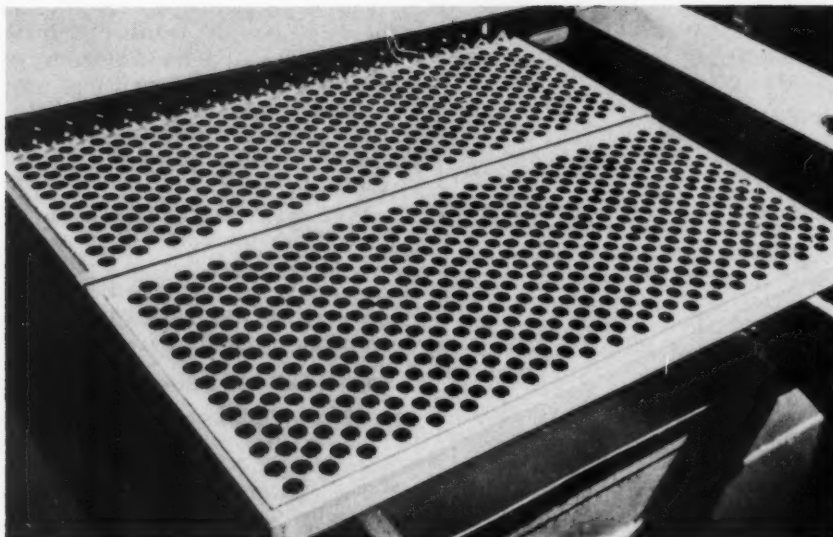
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Starch trays filled with staggered deposits.

How to Get the Best Out of Staggered Row Depositing

IF YOU ARE READING beyond this headline, you are either already using staggered row depositing or you are thinking about using it. In either case you have something definite to gain and, like other manufacturers of tangible goods for sale, you are interested in producing more for less.

The idea of staggering rows to make maximum use of a given space for depositing is nothing new. In fact, nature showed the way. All man did was to copy the bees' honey-comb. Staggered row depositing in candy production goes back a number of years, and there is evidence of this in the latter '40's in the United States, Britain, Germany and Australia.

There are several different ways to achieve staggered row depositing, namely staggered pistons, straight pistons with swivel nozzles (using ball and socket joints), and straight pistons with staggered nozzle plates. While a certain construction of a pump bar is patentable, the actual idea of depositing in staggered row formation is, itself, not patentable.

Since it is a proven fact that in starch moulding, the staggering of rows of deposits results in more



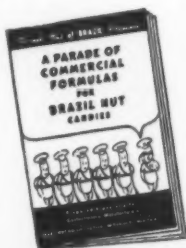
"Gosh! Now everybody will want to be Marshal."

KERNEL NUT OF BRAZIL SAYS:

With Brazil Nut Candies as the reward, Black Bart will be captured soon and both the "good" and the "bad" guys will enjoy their favorite treat. In almost every neighborhood, youngsters, and grown-ups too, go all out for candies with the extra goodness of fresh, crunchy Brazils. They add new deliciousness to the finest candies. That's why it pays to use tempting Brazils in your candies. Display 'em where your customers can't miss 'em and your sales and profits will grow fast. Start now to put sales-making Brazils in more of your candy formulas. And . . . why not bring out a Brazil Nut Candy Bar of your own? This new bar is enjoying a big success.



Write today for your FREE copy of the Brazil Nut Candy Formula Book. This handsomely illustrated 72-page book by Mr. Jas. A. King contains 81 practical, profit-boosting suggestions.



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BY

efficient use of the available tray space and therefore produces more pieces per tray, let us examine what other factors enter into this rosy picture.

More pieces per tray mean more mould impressions per tray. This, in turn, means more displacement of the fixed amount of starch in each tray when the larger number of moulds press into that starch.

Since starch has a point of maximum compressibility, and the starch filled into each tray is in fact a mixture of starch and air, it is obvious that, in a completely filled and level tray, a looser, i.e. more aerated starch structure will admit a larger number of moulds than a closely tamped and packed down starch structure.

This leads us to the first basic rule. If you want to obtain more pieces per tray by staggering of rows, the starch must be loosened, fluffed-up, or otherwise aerated during the tray filling operation, and be leveled in the tray without tamping or compressing.

Other benefits from a loose starch structure are better reproduction of fine patterns in the mould shapes themselves, and faster drying of the deposited pieces.

More pieces per tray also mean less space between the mould impressions, i.e. thinner starch walls. Since thin starch walls are more sensitive to vibrations than thick walls, it is essential that all vibrations, jerking or jarring of the trays, after imprinting and before depositing, be drastically reduced.

How to achieve efficiency

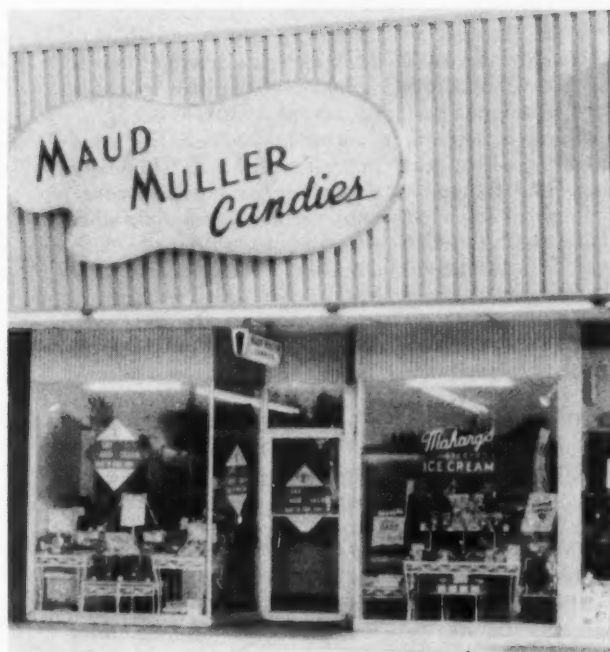
What can the candy manufacturer do to achieve these two basic preliminaries for efficient staggered row depositing which can bring him so many savings?

The answer is not just the purchase of staggered row pump bars by themselves. He may obtain more pieces per tray but he will, at the same time, increase his scrap considerably. If the tamped down starch in the tray cannot readily accept the larger number of moulds, it will quickly reach its maximum point of compression and will be pushed out of the tray, or will pack so tightly around the moulds that it will be pulled out in patches by the mould board. If vibration persists in the machine, the thinner starch walls will collapse into the mould impressions before these are filled by the depositor. In both cases, the expected savings by obtaining more pieces per tray are nullified by the production of more scrap per tray.

This leads to the second basic rule. If you want to obtain more pieces per tray by staggering rows, be sure not only to loosen up and aerate your starch, but also to greatly reduce the vibrations that a more conventional depositing system could tolerate.

Only when the above two basic rules have been followed can full benefit be derived from staggered row depositing at all tray speeds.

To some extent, older starch molding machines can be modified to provide more optimum operating conditions for staggered row depositing. However, the newest machines now being built have it all over machines of older design. Actually, for the most modern and efficient operation, a starch machine must completely and evenly aerate the starch, and it must be nearly vibration-free.



One of the firm's 20 shops is located in a busy shopping center in a suburb south of Dayton, Ohio. Location of shops is tricky.

The Thinking Behind Maud Muller

BY JAMES F. MOFFATT

It was Maundy Thursday—three days before Easter—and the president of the Maud Muller Candy Co. was escorting a visitor through his plant in downtown Dayton, Ohio. Suddenly a secretary burst into the packaging room and began speaking to her chief in guarded tones. It appeared that the young candy executive faced a major decision.

"Harold," she said, "you pass our store on Whipp road as you go home, don't you? They just called from the store to say that they need a special candy Easter egg with the word 'Pete' written on it for a customer's little boy. Would you mind dropping it off?"

And Harold Jeffery, who presides over a 20-shop, four-state candy empire, said he would be only too glad to deliver the one egg in person. As a matter of fact, it would have been entirely out of character if Jeffery had begged off, because as far as he is concerned attention to details—the little details—is

the thing that separates the men from the boys in the candy business.

"I know it's wonderful to come up with these statements of all-seeing wisdom," Jeffery says with a contagious grin. "Actually, I'm not very good at such statements. What I do think is that all of us do a fair job of taking care of the big items, but watching the little details is the most important thing. Our feeling is that even if it costs a little bit more, we want the best possible product."

"Best possible product" is a phrase that rolls easily off the tongue, but for Maud Muller it has special implications, because what it adds up to for the Dayton firm is a product that's quite perishable. Jeffery feels that a box of his candy should be sold within 10 days after it's produced. It won't be stale after the 10th day, but it won't be as fresh as he would like, either.

This insistence on freshness is one of the major

reasons why the company has given no serious consideration to marketing its candy nationally. Just meeting shipping deadlines to their shops in West Virginia, Indiana and Kentucky, not to mention Ohio, gives Maud Muller officials plenty of headaches.

The company used to ship by Railway Express, "and they could do the job if they were still running the trains," according to Jeffery. "But there's only one train a day between here and Huntington and Charleston, W. Va., which is 200 miles away, and it leaves about 2 in the afternoon, which is a terrible time for us. So we've adopted trucks, and we can reach our farthest point, Charleston, overnight."

Speed is important not only because the candy must be sold quickly but because Maud Muller officials like to remain as flexible as possible on the volume of each shipment. With Easter only three days distant, Jeffery noted that he and his aides wouldn't decide until late that afternoon how much to ship each shop for Friday and Saturday sales.

"If we're left with a mess of candy right after Easter, we're stuck, so the best thing is not ship too much in the first place," Jeffery observed.

New marketing approach

For the first time in its 44-year history Maud Muller late last year decided upon a new marketing approach—sell through outlets other than Maud Muller stores. The decision was made after a hard look at the entire sales picture. As Jeffery explained:

"We're generally known in the trade as a manufacturing retailer. In other words, we manufacture and sell our own product. For some time we manufacturing-retailers have been accounting for about 5% of all candy sales in this country, and we've come to the conclusion that the extra volume of candy sold each year is going to supermarkets, drug stores and dime stores.

Begins to branch out

"So we've decided not to limit sales to our own 20 shops but to branch out into selected markets and drug stores. We're seeking stores with good traffic patterns in good income areas. I say, good income areas not because we're snobs but because, at \$1.69 a pound, we just naturally do better there.

"After all, you can buy candy at a lower price almost anywhere than you can from us. We certainly are way above the average candy that the supermarkets, drug stores and dime stores normally carry. The merchant, himself, doesn't want our candy if it doesn't make money for him, and if he's in a lower income area the chances are it won't."

Jeffery cited Dayton's Talbott Tower drug store as one spot where Maud Muller's new role as wholesaler seems to be paying off. "It's a good place because the people who work in the Talbott building have above-average incomes and are probably more selective than the average."

Is the candy specialty shop, then, on the road to extinction?

"I think the specialty shop is way past its peak. Sure, we're still doing a nice volume in our shops, but they're simply not giving us an increase in sales the way we'd like.

"But I don't think the day will come when we'll close down our shops and go strictly wholesale. I think it will always be a combination of the two. Certain shopping centers, certain downtown locations will continue to be good as exclusive candy stores, but I think we're going to have to be awfully sure that the site is right before we open new stores in the future."

Yes, it's easy to make a mistake in deciding where a shop should be located, and Jeffery concedes that "we've made some in the past and will make some more. Sometimes the shops haven't been where the people were, or they've been placed among the wrong group of people—and by wrong I just mean that their pocketbook hasn't been suited to our product."

At the moment Maud Muller is delivering wholesale to 15 outlets and hopes soon to add 10 more. The manager of the market or store doesn't have to bother about the candy, for the Muller organization installs its own display rack and each day a representative checks to make sure the displays are neat and clean. "We do feel this day-to-day checking is important, and we do need it as a check on the freshness of our product," Jeffery says.

Appeal to young begins

Because Maud Muller is one of the higher-priced candies, young people have not exactly beaten a path to the doors of his shops, Jeffery admits. But the company recently launched a low-keyed campaign "to make Maud Muller something young people will desire for gracious living in the future, even if we can't sell them a great deal of our product today."

The company has been pushing the sale of half-pound boxes for 85 cents and quarter-pound boxes for 45 cents in an effort to satisfy the youngsters' need for low-cost-per-unit sweets. "These smaller packages have always been available; we're simply trying to give them better display and emphasis," Jeffery observes.

Young Mr. Jeffery never intended to be a candy tycoon. He studied industrial engineering at Miami university, and his specialty was materials-handling equipment. But in 1958 his father, Harold Jeffery, Sr., who was then president, asked his son to join the firm. In January of this year Dad stepped up to chairman of the board, leaving his son the duties of chief administrative officer.

Jeffery talks candy

It's quite evident after only a few minutes' conversation with him that engineering is a thing of the past for Jeffery. He's thoroughly candy-oriented and, like any convert to a cause, he's just itching to tell the world his story. He feels candy has been maligned and that it's become the favorite whipping boy of far too many people.

"I'll talk about candy anytime and, as a matter of fact, I do," Jeffery says, the glint of combat in his eyes. "When I go to my dentist I look at his supply of literature, and if there's anything that says 'Don't Eat Candy' I throw it in the wastebasket for him. I've volunteered my services to the C.C.C.I. speaking

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bureau, all the while realizing that people will say, 'Sure, he's got an ax to grind.' Well, they're right, we do have an ax to grind, and I think the facts would be more accepted if they could come from doctors and dentists."

Jeffery says he has several dentist friends who admit they won't let their children eat candy. "So I toss the ball back at them, inquiring whether they permit their children to eat sweet rolls and donuts, ice cream and many of the other items that are high in carbohydrates."

"And I ask them if they let the kids drink milk—or do you give them all their calcium in pills?" Here Jeffery referred to a study that claims milk "is one of the worst possible things for a child to have in his mouth, without brushing his teeth."

"I don't want to be nasty or vehement," he says, involuntarily raising himself off his chair for an instant in vexation, "but it's a shame to let a good product get a black eye over ideas that are not necessarily 100% correct."

While conceding he's a candyman, not a medicine man, Jeffery thinks depriving a child of candy when he's been naughty is bad for the child's emotional health. "If you tell a child he can't have candy (because he didn't finish his dinner, because he talked nasty to Uncle Joe, or because he told Mommy to go jump in the lake) when the child grows up he's likely to feel a twinge of guilt every time he looks at a piece of candy. At least, this is the theory some psychologists have advanced."

As far as competition is concerned, Jeffery's got it, and he knows it. There's the housewife who turns candy out in her kitchen. There are the other manufacturing-retailers in the four-state region. And then there are the big candy concerns that market nationally.

Approach to competition is sound

But that's not all. As Jeffery explains, "We feel we're competing as much with other forms of food products as we are with each other. The per capita consumption of candy in this country is only 17 pounds, low compared to the 24 pounds in Great Britain."

"So snack-type food—the stuff you'll sit around in the evenings and munch before the TV set—is a very real competitor."

But here Jeffery shot out a finger and said with emphasis, "I'm not going to take a poke at another industry just to make my own product look good, and this is the consensus among people in the candy industry."

"Remember the slogan a few years ago, 'Reach for a Lucky instead of a sweet?' Well, when you walk into a candy manufacturers' convention you'll never see a pack of Lucky Strikes in sight. Lucky Strike once was the leading cigarette in the country, but now it's not even in the running."

"What brought on the decline? Who can say—maybe other makers have done a better job of promoting, but I can't help feeling that Lucky must have alienated some other groups besides the confectioners."

"When the scare came out connecting cigarettes

with cancer, an ad agency approached the Associated Retail Confectioners and suggested that, 'we jump on this'; but our feeling was—and my feeling is—we want to build the sale of our product, but not over the corpse of another industry."

"We don't say, 'Reach for a candy instead of a pastry.' Pastry is a good food, and even if it weren't, we don't feel we can afford to alienate a new group of potential customers each year."

What about "Aunt Zelda" who turns out chocolates in her home that relatives and neighbors just rave about—Are these "Aunt Zeldas" real competition?

"A lot of these women are very successful, and some of them make very excellent candy," Jeffery admits. "But usually they find their success with the specialty items that we aren't really geared to handle anyway."

"I can't say the candy we make is home-made, because the government a while back clamped down on the use of that phrase as a misnomer, but we make our creams, caramels and other pieces in comparatively small batches in the old fashioned copper kettles, and they are about as home-made as you can get."

"What we ought to do," Jeffery added with an impish grin, "is switch our base of operations to somebody's backyard to be entitled to the adjective 'home-made.'"

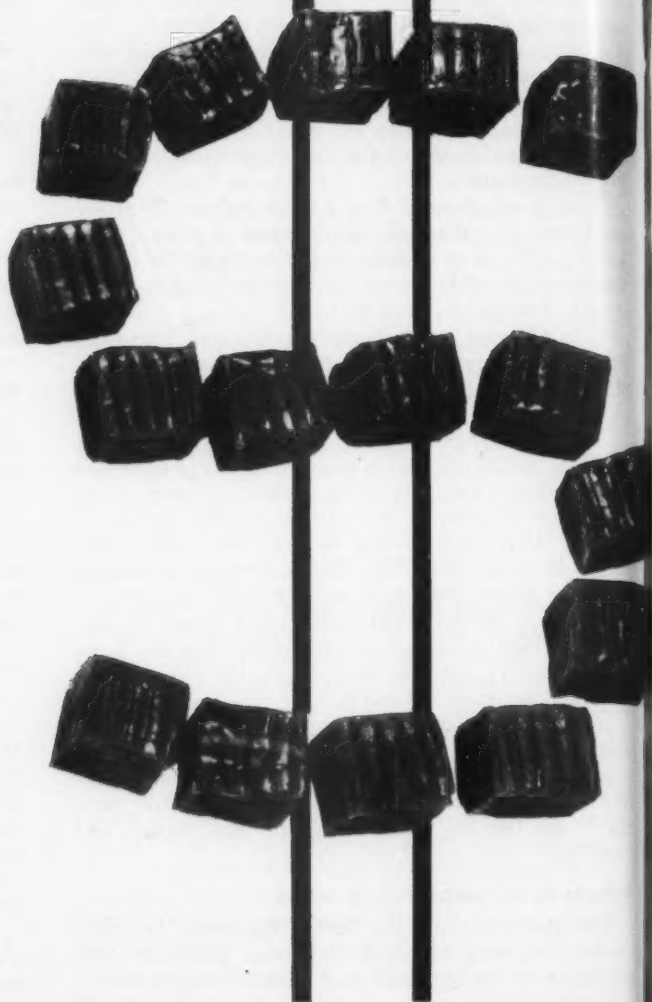
Concession to automation

One concession Maud Muller has made to automation is introduction of an enrober but Jeffery stresses that "we have not gone in for the shortcuts or gimmicks or gadgets." The enrober means that hand-dipping at Maud Muller will one day be only a memory. At one time the company employed 25 full-time dippers. Today there are two. Anyway, Jeffery contends, the dippers weren't as good as popular sentiment cracked them up to be.

"A dipper who doesn't have the feel for the chocolate can really mess the product up for you. She'll turn out scrap by the barrel-load. She'll turn out pieces with either a very thin layer of chocolate or a very thick layer, which means you not only lack uniformity but you have no cost control. And with a dipper you have far less control over the temperature of the chocolate, which means you have far less chance of turning out a good-looking piece with a shine on it."

As for the big candy companies that market nationally, Jeffery acknowledges they represent formidable competition, but he sees the two candies as basically different products. "They make good candy, but it must be able to sit on the shelf for months at a time and still be edible. As a result, it can't have the same kind of butter and cream that we think gives our candy that extra touch of flavor."

Jeffery would be the last person in the world to describe himself as a man of destiny—the de Gaulle of the candy world. But it would be no exaggeration to peg him as a man with a mission—one who's out to settle a few scores with diet faddists and pseudo health experts. And in between bouts, while the young knight is resting his white charger, he's going to try to sell the public more Maud Muller candy.



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And the way to make them sell more is to make them better with Corn Products hydrogenated coconut oil or hard butter. They'll give unparalleled chewing and eating qualities to caramels, kisses, taffy, nougats and other confections. They're proven favorites of leading candy makers. FILBISK (hydrogenated coconut oil; 92°, 97°, 110°); S-70-XX Hard Butter (pure white, neutral taste, cannot separate, uniform, sharper melting point than ordinary hard butters). Both are available in various melting points. Fast, dependable delivery and technical assistance if you wish.



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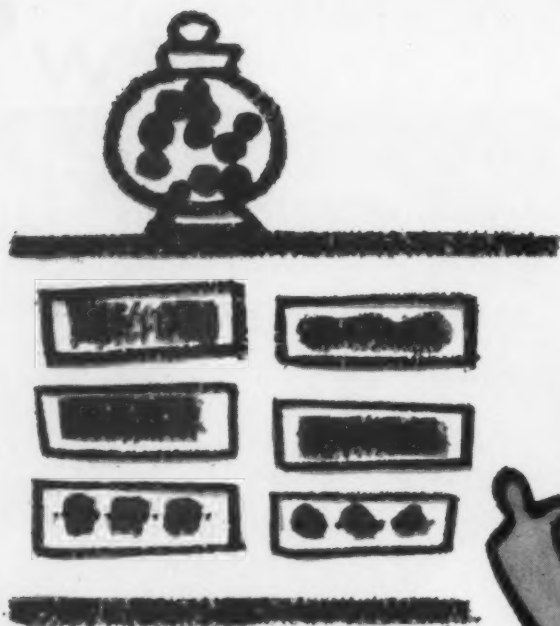


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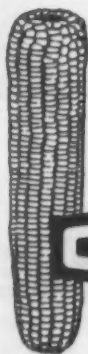


sales "Pointer"



In our book, the best sales "pointer" is a customer's finger aimed straight at your candy. If yours is the candy most often pointed to, chances are you're using CLINTON products to deliver sales-building flavor and texture. On the other hand, if you're trying to come up in the candy world, take a tip from the leaders. Gain a "sweeter" share of the market with CLINTON corn syrup, CLINTON starches and CLINTOSE brand dextrose.

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Last month, THE MANUFACTURING CONFECTIONER published the first of a regular and continuing series of articles about the Candy, Chocolate and Confectionery Institute . . . the industry-wide promotion designed to tell the story of candy to the public. That first article emphasized that success of the candy promotion depends upon widespread industry use of the materials available. Particular attention was paid to the new booklet, "Straight Talk on Candy and Chocolate."

The following article, the second in the series, continues the basic theme of promoting candy at the local level and shows . .



How Candymen Are Talking Candy

THE CANDY, CHOCOLATE AND CONFECTIONERY INSTITUTE Speakers Bureau is running smoothly supplying programs for service clubs from Petaluma, Calif., to Madison, Maine. Speakers Bureau members had made a total of 66 speeches through the end of September and, on an average, at least one talk on the positive facts about candy and chocolate is made somewhere in the United States every working day.

Its success can be judged by letters such as the following from E. R. Johnson, purchasing agent of California Almond Orchards, Inc., Paso Robles, Calif.

"On Tuesday evening, August 29, I spoke on behalf of the Candy, Chocolate and Confectionery Institute at a meeting of the Lions Club of Tulare, Calif. There were 45 men in attendance and a great deal of interest was shown in the subject matter by those present. At the conclusion of the speech various candies which we supplied were passed around to the group. This

was the same procedure that I followed when I spoke to the Lions Club of Buttonwillow, Calif., on August 17. In both instances the talk on candy and chocolate was well received.

"We at California Almond Orchards, Inc., are happy to contribute to this program and we feel that it will be a real help in acquainting the general public with the facts about candy and chocolate."

Volunteers enthusiastic

This represents the enthusiasm of the more than 200 volunteer members of the Speakers Bureau. One of the first tasks undertaken by C.C.C.I.'s public relations agency, Theodore R. Sills & Co., was the formation of the bureau. Letters were mailed to supporters of the program requesting volunteers for speaking engagements. Other requests for volunteers were made through trade publications and by spon-

SALES-WINNER!



Du Pont cellophane gives Bob's new peanut brittle "Twin Pack" protection, durability, convenience

Hard, sharp candies are the real torture test for packages. But Bob's exciting new peanut brittle "Twin Pack" of Du Pont cellophane takes this abuse in stride, does a real selling job.

Two inner bags of MSD-54 cellophane protect freshness and add the convenience of fractional units. The colorfully printed outer bag of extra-durable DuPont "K" cellophane assures double protection . . . gives crystal clarity for more impulse sales. It's something new and

different in peanut brittle packaging . . . another big sales winner for Bob's, Albany, Ga.

See how Du Pont cellophane can speed up your sales, give you more profitable packaging. Contact your Du Pont Representative or Authorized Converter. E. I. du Pont de Nemours & Co. (Inc.), Film Dept., Wilmington 98, Delaware.



*Du Pont registered trademark

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soring organizations. The file of volunteer speakers swelled.

Meanwhile, a suggested speech was prepared by the Sills staff. It contained all of the background material necessary. The speech could be delivered as is or used as the basis for a personalized talk by the individual speaker. Drafts of the speech and the facts in it were developed with the C.C.C.I. Steering Committee. When the committee approved the speech and enough volunteers were available in various parts of the country, letters offering the services of the bureau were mailed to program chairmen of Kiwanis, Rotary and Lions clubs throughout the nation.

The first speech was made on May 22 by Mrs. Esther S. Lewis, assistant sales manager of Keeley's Candies, Inc. at the Dodgeville, Wis., Kiwanis Club. After that the pace quickened. Twenty-seven speeches were made in August and 25 in September. With the arrival of the fall season many clubs will be resuming full schedules and will be more pressed for scheduling speakers. Word-of-mouth publicity between club men also should be good for the program. This is indicated by letters such as the following sent to **Duncan Dunning** of Mead Packaging by W. B. White of Greensboro, Ga.:

"The Greensboro Lions Club is grateful to you for coming down and speaking to our club. We are informed about the confectionery industry and I am sure when we purchase these products we will know more about the product. Thanks to you for supplying us with that information."

Anatomy of a speech

What is it like to fulfill a Speakers Bureau engagement?

First, the volunteer speaker receives a letter informing him that a program has been requested by a club in his area. With this letter, he receives a copy of the suggested speech, a copy of a booklet on chocolate for additional material, and a copy of *Straight Talk About Candy and Chocolate* to make it easy to treat questions relating to confections and health. If the speaker's business and social schedule allows him to make the speech, he drops a note to the Sills office in Chicago and final arrangements for his appearance are made. Then after possibly revising the speech to meet his individual requirements and a few rehearsals at home, the speaker is ready to talk to a friendly service club audience. This is a rewarding experience, according to speakers.

As **Harold Jeffrey** of Maud Muller Candy Co., said of the Troy, Ohio, Kiwanis Club: "They were a fine group that showed definite interest in the subject. They asked questions for another 15 minutes after the speech."

Many speakers take along a supply of "props" to add interest to their talks. These include such items as cocoa beans, photographs of candy-making operations, different varieties of candy and chocolate, and stalks of sugar cane. The ingenuity of the speakers seems to be unlimited.

For example, **Herbert F. Hern** of Betty Dixon Candies scored sweet points at a meeting of the Jamestown, N. Y., Kiwanis Club by giving a sucker to every member of the audience at the beginning of

the talk. When he finished his talk he noted that everyone had remained alert during the speech. He then pointed out that eating candy also would prevent drowsiness while driving.

Confections please audiences

All speakers are encouraged to take along a supply of confections for the audience. This pleases club members and in some cases even serves as a fund-raising device for the group. When **Miss Marie J. Nerny** of the Franklin Candy Co., appeared at the Miamisburg, Ohio, Rotary Club she took along a gum drop tree for a table decoration. The club gave the tree to a school for retarded children and raised an additional \$50 to go with it.

In a similar vein, **Floyd G. McIntosh** of the Candy Box, Marysville, Calif., reported that the Folsom, Calif., Lions Club sold the candy he brought along to club members for a project. He also presented a molded chocolate lion to the club president as an additional good will gesture.

Such thoughtfulness by bureau members has increased the pleasure of the more than 2,000 service club members who have heard the candy and chocolate story. These include civic officials, doctors, lawyers, businessmen, school officials and other opinion molders—many of whom were presented the positive facts about confections for the first time.

In addition to the impact on the "live audience," news releases on engagements are sent to local newspapers announcing the speech and a second release is sent following the meeting emphasizing the positive story of confections. This release leads to such stories as that published in the Charleston, S. C., *News and Courier* on a talk by **Lloyd C. Fulmer** of W. E. Harrelson Associates, Columbia, S. C., which said:

"Calorie counters, consume that candy!

"You read it correctly. Calorie counters can cut calories by consuming candy. It's true.

"That's what **Lloyd C. Fulmer**, a representative of the Candy, Chocolate and Confectionery Institute, told the Charleston Lions Club yesterday.

"According to Mr. Fulmer, candy-shy dieters lose weight the wrong way. He says that if candy is eaten in moderation it can actually 'lick the battle of the bathroom scale.'

"Mr. Fulmer suggests that a sour ball—just 13 calories—substituted for a fattening dessert cuts the calorie count for the day as well as filling the physiological need for sweets."

This speech also was covered by WUSN-TV in Charleston. Such publicity benefits add immeasurably to the value of the program and ultimately increases candy sales.

Need more speakers

Because of the importance of the Speakers Bureau to the overall design of the C.C.C.I. public relations plan, the Sills agency constantly seeks additional volunteer speakers. A minimum goal of 400 engagements has been set for 1962. The number of persons influenced by the opinion leaders hearing the candy story is uncountable. The snowball effect of the

FLAVOR and FRESHNESS

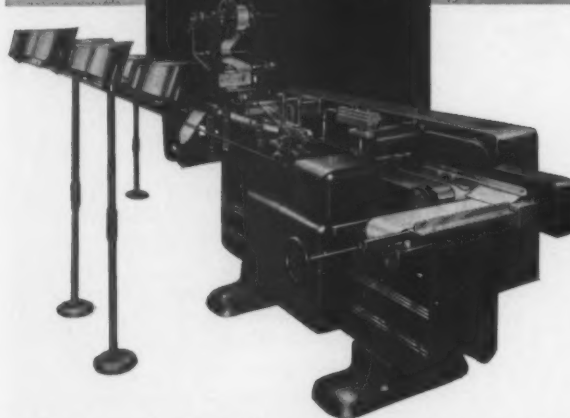
...your most important
packaging ingredients!



Make sure they remain part of your product with an

FMC Campbell WRAPPER

- Wrap candies of most any shape
- Wrap hard, soft, crisp or fragile candies without crush or breakage
- Wrap pieces in bulk with bag-like appearance for rack selling
- Use no boards, trays or stiffeners — unless desired
- Save wrap materials — seal without costly oversize seam laps
- Save labor, 1 person operation



Candy bars, sticks, balls, jaw breakers, kisses — Package wrap to protect them with an FMC Campbell Wrapper which heat, glue and/or crimp seals such materials as glassines and wax papers — Or, hermetically heat seals all popular films and foils. Candy sticks and bars are packaged at high speeds — up to 300 single or multiple units per minute — Hopper feed models wrap and seal up to 650 piece candies per minute. Users report fastest packaging in the field — savings up to 35% in material costs alone! Write for complete information and illustrated brochure.



Putting Ideas to Work



FMC CORPORATION

HUDSON-SHARP PLANT

1201 Main Street, Green Bay, Wisconsin

Speakers Bureau presentations will expand through the years.

Preparations are being made to reach additional clubs in communities across the nation. Candy men also are encouraged to make engagements outside the apparatus of the Speakers Bureau to help spread the confection story in their areas.

For example, the Sills organization will be happy to mail you the entire speechmaking kit—suggested speech, chocolate booklet and a copy of *Straight Talk About Candy and Chocolate*. Using this kit, you can prepare a presentation suitable for various purposes. You can contact your local service clubs—Kiwanis, Lions, Rotary, Optimists, etc. Though the program chairman may have received the letter offering Speakers Bureau services, he also may have overlooked it, forgotten to check further, or it may even have been lost.

By following up on the local level, you increase the chances for telling the candy and chocolate story to these clubs.

Such activity on the part of individual members of the industry will multiply the impact of the Speakers Bureau again and again. No opportunity to increase knowledge of the value of candy and chocolate in the diet should be overlooked.

"People to people" communication is a necessity if the C.C.C.I. program is to reach its maximum potential. You can do your part by requesting your speech kit today from: C.C.C.I. Speakers Bureau, Theodore R. Sills & Co., 39 South LaSalle St., Chicago 3, Ill.

Choose NCA Convention heads



Leaders of the confectionery industry at a recent meeting elected **James A. Dickens** and **George Olsen** general convention chairman and co-chairman, respectively. Dickens is president of Williamson Candy Co. and Olsen is with Corn Products Sales Co. General Chairman Dickens headed the program committee last year and Olsen worked on the '61 golf committee.

Shown at the initial planning session for the '62 Convention are: (First Row, left to right) **Albert Sisco**, Sisco-Hamilton Co.; **Adolph V. Stankus**, Merckens Chocolate Co. Inc.; **Henry Blommer**, The Blommer Chocolate Co.; **Donald S. Farquharson**, Mars, Inc.; **Nello V. Ferrara**, Ferrara Candy Co.; NCA President **Douglas S. Steinberg**; **David P. O'Connor**, Penick & Ford, Ltd., Inc.; **C. L. Smessaert**, Walter H. Johnson Candy Co.; **Edward N. Heinz, Jr.**, Food Materials Corp.; **Charles V. Lipps**, The Curtiss Candy Co.; and **John G. Johnson**, Walter H. Johnson Candy Co.

(Back Row, left to right) **Otto B. Molitor**, Poppycock Candies; **Paul M. Beich**, Paul F. Beich Co.; **Robert F. Picken** (holding sign), Peerless Confection Co.; **T. A. Renstrom**, E. J. Brach & Sons; **R. N. Rolleston**, Williamson Candy Co.; **Robert J. Voss**, Voss Belting and Specialty Co.; **Olsen**; **A. F. Rathbun**, Fred W. Amend Co.; **George F. Hartnett, Jr.** (holding sign), George F. Hartnett & Co.; **Samuel C. Miller**, Peerless Confection Co.; **Herb Knechtel**, Knechtel Laboratories; **Gordon Winkler**, Theodore R. Sills & Co.; and **Fred W. Amend**, Fred W. Amend Co.



368 sweet young things and their sugar daddy

"V" cellophane is the perfect sugar daddy for candy. Its polymer coating shuts out unwanted moisture and odors, keeps in the candy moisture and volatile flavoring compounds. The result is that candy in a "V" bag stays fresh and tasty up to 50% longer.

"V" is also a handsome sugar daddy. Its polymer coat produces sleek good looks and a brilliant print-

ing surface. And the good looks stay. That's the visible difference between "V" and ordinary cellophanes. Olin's "V" cellophane just doesn't hardly ever pucker, dry out or sag.

Unfortunately, sugar daddies aren't listed in the Yellow Pages, so you'll have to ask your converter or Olin representative about "V".

PACKAGING DIVISION **Olin**
FILM OPERATIONS, 460 PARK AVENUE, NEW YORK 22, NEW YORK

fmc

..first in Pouch Packaging

STOKESWRAP

"1000"

the completely new
pouch-forming, filling and
sealing machine with
almost unbelievable
versatility!

From FMC—who introduced pouch-packaging equipment and developed Stokeswrap, the standard of the industry—now comes the new "1000," a double-tube machine with all the advantages of two single-tube machines, but at less cost. The many new design features of the "1000" give the equipment an amazing flexibility that makes it ideal for large and small plants alike.

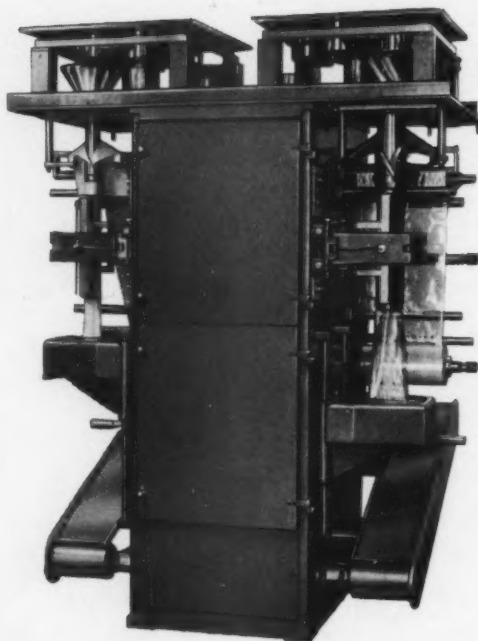
In addition to including all the proven Stokeswrap features for packaging free-flowing products such as frozen foods or candies, the "1000" has been designed to be the most versatile pouch-making machine available.

The amazing versatility of the "1000" is due to the separate drives that make it possible to operate either of the two tubes independently of the other.

The "1000" can simultaneously . . . run two different types of film . . . in two different sizes . . . with two different products . . . by means of two different feeds . . . with two different types of sealing method . . . and two different types of pouch . . . at two different speeds.

Further, production is continuous. If one side is shut down for changeover or maintenance, the other side continues to operate. And the "1000" can be purchased as a single-tube unit and the second tube added later, all at less cost than separate units.

PLUS ALL THESE FEATURES—Speeds up to 150 packages per minute. Sizes from 2" x 3" up to 8" x 14½" (with 200 cu. in. of product). New plug-in sealing mechanisms for quick change of sealing method. Side-mounted filling tubes and web rolls for easy "threading" and accessibility to moving parts. Practically every type of heat-sealable film, paper, foil or laminate. Quickly adjustable volumetric pocket capacities. Much less floorspace than two single-tube units. Waterproof filling mechanism for steam cleaning and washing down. And all with complete flexibility of operation.



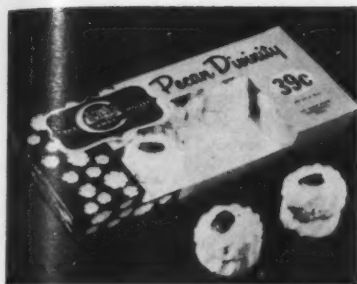
Write today for complete details
and specifications on the versatile
new STOKESWRAP "1000."

See it in operation at Booth 605, PMMI Show.

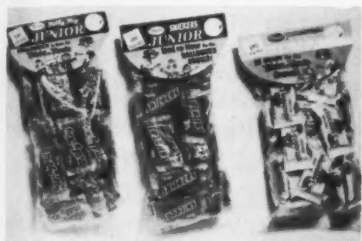


FMC CORPORATION
PACKAGING MACHINERY DIVISION

Stokes & Smith Plant: 4900 Summerdale Avenue, Philadelphia 24, Pa.



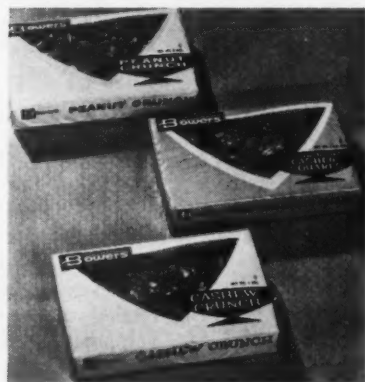
The Candy House, Nacogdoches, Texas is packaging its new Pecan Divinity in a printed folding paperboard carton. The carton is lined with greaseproof paper to protect the carton against stains from the candy ingredients. It provides a clean, eye-appealing background for the candy. The back of the carton has a recipe for cake icing, using the candy. The carton has a net weight of 8 oz.



Mars is using orange and black label tabs on polyethylene bags of Junior Milky Way, Snickers and 3 Musketeers candy bars for Halloween sales. The rip-off tabs on the holiday promotion items prevent the merchandise from being dated. Olin polyethylene film bags are transparent, strong and flexible. Bags are made on a Triangle form

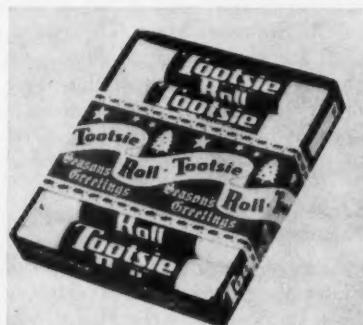
New Packages

and fill machine; labels are printed by Daniels Mfg. Co., Rhinelander, Wis.; and the polyethylene is made by the Packaging division of Olin Mathieson Chemical Corp., New York City.



Earle S. Bowers Co., Moorestown, N. J. is packaging its nut confection line in units designed for stackability, and space efficiency for supermarket distribution throughout the Middle Atlantic States. The new package is a tray wrapped in a cello-wax-cello lamination. It is flat and rectangular, and has a window on the top for good product visibility. The wrappers are color-coded (yellow for Peanut Crunch, pink for Cashew Crunch, blue for Coconut

Frosted Cashew Squares) and the outward-facing sides carry the Bowers logo and product name in bold letters. All packages also have a brown, red and white color scheme. The cello-wax-cello lamination provides maximum air tightness and moisture protection for the product. Milprint, Inc. designed and printed the packages.



Tootsie Roll and Tootsie Roll Pop packages will be wrapped in brilliantly colored, red and green Christmas Bands, complementing the advertising campaign theme of "Fill Christmas Stockings with Tootsie Roll Candies." Products which will have the removable wraps (for post-season sales) are: 5¢ Tootsie Roll 24's, 1¢ Tootsie Roll 60's, The Handi-Pak, The Six-Pak, Tootsie Roll Pops Party Pak, and the 2¢ Tootsie Roll Pops 40's and 80's. A heavy tv campaign on coast-to-coast network will be used by The Sweets Company of America, Inc. to promote the candy.

NU KREME—Grade "A" of All Nougat Creams

CENTER ROLL KREME—For Hand Roll Chocolates

CONFECTIONERS' PECTIN—For Cut Slab and Cast Jellies

DIPPING PIECE—Molasses Honey Comb Chips, Mint Honey Comb Chips, Peanut Butter Sticks, etc. Ting-A-Ling

HY FAT—Production Perfected for Caramel, Fudge and Toffee

KREME TEX—For Stand Up Caramels

BURCO CREAM POWDER—72% Butter Fat—for instant Fresh Cream and Fine Butter Creams

CARAMEL PASTE—Caramel Apples, Caramels, Slab Fudge

BURKE PRODUCTS CO. INC.

317 W. Hubbard St.

Chicago 10, Illinois

AACT Activities

Boston group visits plant for first Fall meeting

The Boston section American Association of Candy Technologists held its first meeting of the current season, October 10, at the American Sugar Refinery in Charlestown, Mass. The entire program was handled by the American Sugar Company, which included dinner, a tour of the plant and speakers. The firm's technical representatives were on hand to answer questions of the members.—by **Donald C. Cahoon**, Secretary-Treasurer, AACT, Boston Section

Sanitation theme of Philadelphia meeting

Sanitary Inspection and Control of Incoming Raw Materials and Finished Products is the subject for the Nov. 14 meeting of the Philadelphia Section of American Association of Candy Technologists. Two sanitarians, selected for the discussion, are: Fred B. Jackson, sanitation consultant, Philadelphia; and Dr. Walter Obold, Head, Department of Biological Sciences, Drexel Institute of Technology, Philadelphia.—by **Hans F. Dresel**, Secretary, AACT, Philadelphia Section.

Heating and cooking highlights New York meeting

At the October 5th meeting of the New York section, C. G. Cockinos of Hamac-Hansella Machinery Corp., Palisades Park, N. J. discussed heating and cooking of candy.—by **Fred Jansson**, Secretary AACT, N. Y. Section

Chicago meeting to feature cleaning

A staff member from Mars Candy Company is scheduled to be guest speaker at the Oct. 17 meeting of the Chicago section. The topic will be Cleaning Processes for a Candy Plant.

Some 60 members attended the first of the Fall meetings on Sept. 19. Guest speaker was C. Walsh American Licorice Company, who discussed Licorice and Licorice Confections.—by **Ed. Heinz**, Secretary, AACT, Chicago Section

Taste panels to be topic of Atlanta group

The Southeastern Section of the American Association of Candy Technologists will meet Oct. 20 at the Druid Hills Golf Club, Atlanta.

The guest speaker E. L. Patton, Brigadier General, retired, of the Southern Utilization Research and Development Laboratory, New Orleans will discuss Taste Panels.—by **C. R. Seiler**, Secretary, AACT, Southeastern Section.



CONFEX quality partitions and die-cuts add eye-appeal to your product and protect them from crushing, sticking together, etc. They are made from finest white, grey, kraft or dark chocolate cardboards... plain, waxed or silicated. Die-cuts are also made in plain, waxed, or glassine papers.

DOUBLE "X" DIVIDER



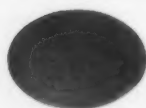
TEN CELL CHERRY PARTITION



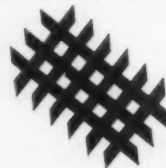
"U" BOARD



CIRCLE ANY SIZE



CANDY OR COOKIE PARTITION



WHAT DO YOU
NEED...

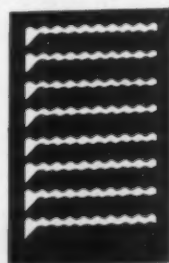
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CANDY DIVIDERS



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AND LAYER BOARD



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FRUITOSYNTH FLAVORS

EXTRA CONCENTRATED IMITATION FLAVORS



These are manufactured from the highest quality Essential Oils and Aromatics blended with natural fruit and plant extractions. They are very highly concentrated and are useful for many purposes.

Detailed information for their use and for the amount of solvent required to make flavors and flavoring extracts will be gladly furnished on request.

Apple	Grape, Concord
Apricot	Grapefruit-Pineapple
Banana	Grenadine
Blackberry	Huckleberry
Cantaloupe	Loganberry
Cherry, Tame	Maraschino
Cherry, Wild	Orange-Pineapple
Cranberry	Passion Fruit
Currant, Black	Peach
Currant, Red	Pear
Fig	Pineapple
Gooseberry	Raspberry
Grape, Cal.	Strawberry

DIRECTIONS FOR USE

Soft Centers	1/2 - 1 oz. to 100 lbs.
Hard Candies	1 1/2 to 2 oz. to 100 lbs.
Syrups	1 - 1 1/4 oz. to 10 gals.
Nectar Bases for Summer Drinks..	1/2 - 1 oz. to 1 gal.
Flavoring Extracts & Non-Alcoholic Flavors	6 - 8 oz. to 1 gal.
Household Extracts	1 - 2 oz. to 1 gal.

samples and prices on request

IMITATION CANDY FLAVORS

CONCENTRATED IMITATION CANDY FLAVORS No. 12

Specially prepared to resist high temperature in the manufacture of hard candy.

- Highly concentrated and of excellent taste and aroma.
- Utilize from 1 1/2 to 2 ounces to the 100 pounds of hard candy,
- Or 3/4 to 1 ounce to 100 pounds of soft goods.

Apple	Currant (Black)	Pineapple
Apricot	Currant (Red)	Pistachio
Banana	Grape	Plum
Blackberry	Grape (Concord)	Raspberry
Butter	Grenadine	Root Beer
Butter Scotch	Honey	Rum and Butter
Cherry (Tame)	Loganberry	Strawberry
Cherry (Wild)	Peach	Tutti Frutti
Coughdrop	Peach Blossom	Walnut (Black)
Cranberry	Pear	Walnut (English)

samples and prices on request

CONCENTRATED IMITATION CANDY FLAVORS No. 8

We can supply these in all of the different types of Flavors indicated under heading of Concentrated Candy Flavors No. 12. They bear the same concentration as the No. 12 line.

samples and prices on request

SUPERFINE CONCENTRATED IMITATION HARD CANDY FLAVORS

We also offer a specially prepared line known as "Superfine Concentrated Hard Candy Flavors" for high grade candies consisting of the same types of flavors listed under our No. 12 line. Use 1 1/2 to 2 ounces to 100 lbs. of Hard Candy.

samples and prices on request

CITROSYNTH OILS

CITROSYNTH LEMON OIL • CITROSYNTH LIME OIL CITROSYNTH ORANGE OIL

All three CITROSYNTH OILS are not imitation oils, but are blends of the corresponding Lemon Oil, Lime Oil and Orange Oil with other natural oils to give excellent duplication as to both flavor and strength to achieve outstanding replacements for Lemon Oil, Lime Oil and Orange Oil respectively on a 100% basis. CITROSYNTH OILS are superb compounds of natural oils which retain the inherent goodness and richness of the natural product.

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A Preview of PMMI

BEGINNING NOVEMBER 7, the Packaging Machinery Manufacturers Institute will check into Cobo Hall, Detroit, for a big four-day exhibition of packaging equipment and materials. Below, THE MANUFACTURING CONFECTIONER gives a resume of some of the equipment and materials—pertinent to candy packaging—that will be displayed. Those items listed are not necessarily the only ones to be at the show which relate to the packaging of candy, but the list is as complete as it was possible to present at press time.

The Packaging Machinery Division, FMC Corporation, 4900 Summerdale Ave., Philadelphia, will be operating the new Stokeswrap "1000". The unit is a pouch-forming, filling and sealing machine. It can run two different types of film, two sizes of film and two products simultaneously. The sealing methods can be different as well as the pouch and speed of operation. It is a continuous production machine, and the two sides can be operated independently.

Speeds up to 150 packages per minute can be obtained, and the unit can use almost every type of heat sealable film, laminate, foil, paper. (Booth 605).

American Viscose Corp., 1617 Pennsylvania Blvd., Philadelphia, will exhibit Avisco films suited as components in combination packaging materials, such as supplied by converters, including film laminations and extrusion-coated cellophanes.

Avistrap cord strapping and the tools and accessories for its application will be on display along with the Avistrapper automatic strapping machine. The unit will be demonstrated. (Booth 247).

Tompkins' Label Service, Frankford Ave. at Allegheny Ave., Philadelphia, will show their labels in actual use on hundreds of diversi-

fied products and packages. Labels for use with all the modern semi and fully automatic, high-speed labeling equipment will be shown, including pressure sensitive, heat-seal, bag headers, foil, gummed and ungummed, continuous roll and single cut labels.

New ideas in labels will be shown for the new-type packaging films and materials. There'll be demonstrations of the firm's "Pres-to-Mark" marking system for coding, pricing, imprinting. (Booth 604)

Peters Machinery Company, 4700 No. Ravenswood Ave., Chicago, will demonstrate the Model PG Carton Forming Machine. It is a moderate speed unit which will form cartons and trays from low cost die-cut blanks at speeds up to 70 per minute. The machine requires five minutes for changeover to new carton or tray sizes.

Other equipment to be demonstrated will be Model SG Carton & Tray Forming Machine, and Model CCY-L Carton Folding and Closing Machine. The first operates at speeds up to 180 per minute; and



the latter. Also on company's L-er-Applying

Crompton Corp., B among m Redington ping Mac tablets fr 12 tablets backed fo length a long sear together Ends of

For MAXIMUM PROTECTION and ATTRACTIVENESS

Sweetone Paper Products (many of which we originated) represent long years of careful development through close cooperation with leading confectioners and our own converting specialists.

Reliability, uniform quality and real service have always been among our greatest assets.

Why not have the best papers to protect and enhance your confectionery packages!

USE



Write Dept. C for samples to your specifications and/or literature on Sweetone products

CANDY BOX PADDINGS
GLASSINE

WAXED PARCHMENT
WAXED PAPERS

EMBOSSED PAPERS
CHOCOLATE DIVIDERS

DIE CUT LINERS
PARTITIONS

LAYER BOARDS
BOATS AND TRAY ROLLS

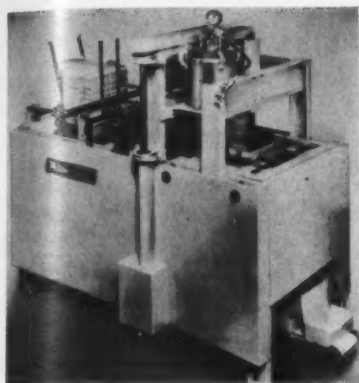
REPRESENTATIVES IN PRINCIPAL CITIES



GEORGE H. SWEETNAM, INC.

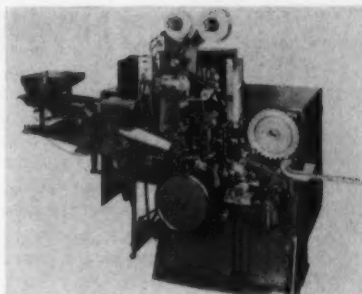
Specialists in Interior Packaging

282-286 PORTLAND ST. CAMBRIDGE, MASS.

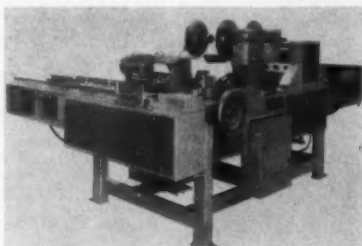


the latter, 120 cartons per minute. Also on exhibit will be the company's L-2 Bag-Sealing and Header-Applying unit. (Booth 515).

Crompton & Knowles Packaging Corp., Bellwood, Ill. will show, among many other machines, their Redington type 47B3 Roll Wrapping Machine. The unit feeds mint tablets from hopper, accumulates 12 tablets face to face, feeds paper backed foil from a web, cuts it to length and then wraps roll. The long seam of the wrapper is held together with spots of paraffin. Ends of wrapper are folded with



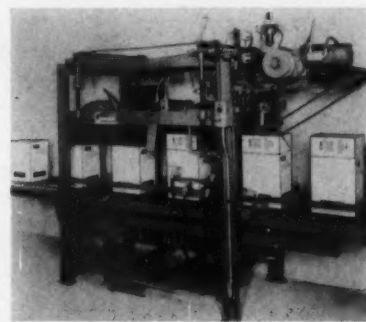
regular folds, and the wrapped group of tablets is banded with the long seam of the band glued. (Booth 521).



Scandia Packaging Machinery Co., North Arlington, N. J., will display six representative models of its latest wrapping machines. The all-new Model 110 is fully automatic . . . a multi-purpose wrap-

ping machine. It can also wrap single packages and is suited for wrapping multiples or Holiday packs. (Booth 511).

General Corrugated Machinery Corp., Palisades Park, N. J., will show its new Midget Case Sealer Model 950. It incorporates a new concept in adhesive application. It indexes cases, closes the top flaps, and completes the sealing operation on average size cases at the rate of 50 cases per minute. This is accomplished in an over-all length of nine ft., including compression. Belts are used to feed the cases through the machine and to close the flaps. (Booth 916).



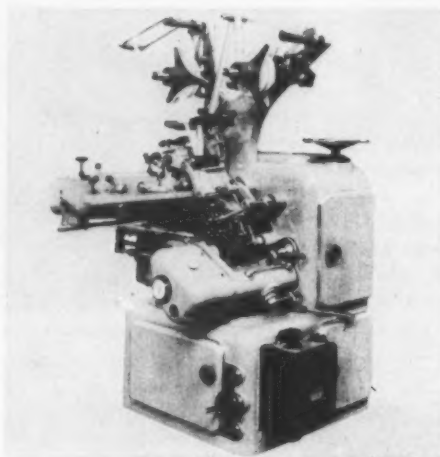
**YOU'LL GO OVER
BIG
WITH CUSTOMERS
IF YOU SPECIFY
WILBUR
CHOCOLATE**



Wilbur Chocolate Co., Lititz, Pa. "WHEN IT COMES TO QUALITY, PEOPLE MEAN MORE THAN MACHINES"



GD Supermatic



MODEL 2650

**For high-speed cut, form
and twist or fold wrapping**



For caramel, hard candy
or chewing gum. Change
wraps in 30 minutes,
with wrap speeds up to
600 per minute.



SUPERMATIC PACKAGING CORP.
979 Lehigh Avenue, Union, New Jersey

BENEDICT R. MARFUGGI, Vice President - Sales Manager

New Broker Appointments

The following broker appointments were taken from the new listings which will appear in the Directory of Candy Brokers section of The CANDY BUYERS' DIRECTORY for 1962. This new Directory will be available shortly after November 15th and will include the address, phone number, territory and lines of over 500 brokers. Copies of The CANDY BUYERS' DIRECTORY for 1962 may be ordered for five dollars each from the publishing office, 418 N. Austin Blvd., Oak Park, Illinois.

Barger & Crain Candy Co., Paducah, Ky.
Harold J. Cook, Park Ridge, Ill.

Katharine Beecher, Manchester, Pa.
W. S. Boedecker Co., Pasadena, Calif.

Paul F. Beich Co., Bloomington, Ill.
Harwood-Tjaden Co., Los Angeles, Calif.

Bortz Chocolate Novelties, Co., Reading, Pa.
Byron I. Winkler, Kansas City, Mo.

E. J. Brach & Sons, Chicago, Ill.
James A. Wear Associates, Ballinger, Texas

Bradley Candy Mfg. Co., Nashville, Tenn.
David T. Leathley, Livonia, Mich.

C. A. Briggs Co., Brighton, Mass.
R. B. Chase & Co., Drexel Hill, Pa.

Close & Co., Chicago, Ill.
Wolverine Associates, Detroit, Mich.

The Cracker Jack Co., Chicago, Ill.
Morrie Golick, New York, N.Y.
W. N. Marshall Co., Norfolk, Va.

Delicia, Inc., Bronx, N.Y.
The Bratton-Rodems Co., Buffalo, N.Y.

Fenn Bros., Sioux Falls, S. D.
Wolverine Associates, Detroit, Mich.

Frank H. Fleer Corp., Philadelphia, Pa.
Johnson-Johnson & Edvartson, Minneapolis, Minn.
McCracken & Hewett Brokerage Co., Denver, Colo.

Glenn Confections, Buffalo, N.Y.
Harvey Brokerage Co., Minneapolis, Minn.

Gold Medal Candy Corp., Brooklyn, N.Y.
Harry Potts, Lexington, Ky.

Klotz Confection Co., Louisville, Ky.
Murphy-Young, Inc., Buffalo, N.Y.

Leader Candies, Inc., Brooklyn, N.Y.
James M. Rothschild Co., Seattle, Wash.

Lucy Ellen Candies, Sullivan, Ill.
Edward A. Berg, Teaneck, N.J.

Marshmallow Novelty Co., Chicago, Ill.
Leonard S. Mann, Danville, Ind.

R. M. Palmer Co., West Reading, Pa.
Tom Birmingham Co., Sioux City, Iowa

Plantation Chocolate Co., Philadelphia, Pa.
Stanford C. Shearer, Lauderdale-by-the-Sea, Fla.

E. Rosen Co., Pawtucket, R.I.
Sam Tendler Co., Woodbridge, Conn.

Schoeners Candies, Inc., Reading, Pa.
Lem Greth, Jr., Wernersville, Pa.

Shelby Gum Co., Shelby, Ohio
Sam Santangelo, Clifton Heights, Pa.

Sisco-Hamilton, Chicago, Ill.
Murray Allen Co., Inc., New York, N.Y.

Paul Spitz Co., New York, N.Y.
M.A.R. Associates, West Hartford, Conn.

Merchandising Memo

Candy and Christmas—A manufacturing confectioner realizes that it's the unusual that appeals. He offers Christmas stockings for the very young, filled with both hard candy, and a smattering of chocolates as well. These he places in his windows.

At the same time he goes for the small-fry trade by suggesting that they give candy to Mother, Father and other relations, come Christmas time. With every box of candy priced at \$1.25 at the "Children's Bargain Bar", goes a free Walt Disney comic magazine so popular with parents and children alike. Slides are flashed on the screen at cartoon matinees held in local theatres calling attention to the "free comics". The small-fry go for the idea.

Christmas would not be a Christmas without a Christmas tree. One confectioner has a tree which is entirely trimmed with candy canes of all shapes, sizes, and designs. Any child coming in and purchasing boxed candy as a Christmas gift may take a cane off the tree as a "Christmas bonus." As fast as the tree becomes a wee bit on the bare side, the canes are replaced to give the tree its full candy complement!

It never fails that someone is forgotten in the Christmas gift shopping shuffle until almost the very last minute. One confectioner uses teaser tape newspaper advertisements the last week before Christmas suggesting that candy, air-posted can reach its recipient for Christmas, even if mailed only a few days before. An air map of the States is placed in the window with cards showing approximate time it takes last minute gifts to reach their destination if shipped via the airlines!

At least one confectioner doesn't feel that Christmas necessarily has to end right on December 25th! During the week following Yuletide, he offers "price reduced boxed candy, ideal for New Year gifts and parties celebrating the on-rushing New Year." He uses brief, newspaper advertisements to suggest that those overlooked at Christmas richly deserve a New Year's gift, and that candy is the gift item supreme for just this set of circumstances. This keeps the period between Christmas and New Years from being too, too, dismally dull and highly unprofitable.

Subscribe to

THE MANUFACTURING CONFECTIONER

Only \$3.00 per year—\$5.00 for 2 years.

- Feature Articles
- Candy Packaging
- Candy Clinic
- Weekend Specials
- New Products
- And many other features

418 N. Austin Blvd.

Oak Park, Illinois

Products Packaged

in

UNION CARBIDE

VisQueen film

cut cost!



You can run your equipment at high speeds without fear of tears or punctures, with high-strength VISQUEEN polyethylene film. Work stoppages are minimized—you get greater production—and at far less cost in time and labor.



PLASTIC FILMS VISKING COMPANY

Division of **UNION CARBIDE** Corporation

6733 West 65th Street, Chicago 38, Illinois—Dept. MC 10
VISQUEEN film—the original polyethylene film... finest for packaging.

CALENDAR

- Oct. 16; Confectioner's Salesmen's Club of Philadelphia, 2601 Parkway, 1:30 p.m., Philadelphia, Pa.
- Oct. 17.; Chicago Section, American Association of Candy Technologists, Austin Fine Arts Club, 808 No. Parkside Ave., Chicago. (6:30 p.m.)
- Oct. 18-20; National Packaging Forum, 23rd Annual, Biltmore Hotel, New York City.
- Oct. 21; Sweetest Day
- Oct. 27; Boston Confectionery Salesmen's Club, Inc., 8:00 p.m., Kenmore Hotel, Boston.
- Oct. 28; Southwestern Candy Salesman's Association, 12:00 (Luncheon) Sammy's Oak Lawn Restaurant, Dallas.
- Oct. 28-31; National Automatic Merchandising Association, Annual Exhibit-Convention, McCormick Place and Conrad Hilton Hotel, respectively, Chicago.
- Oct. 31, Nov. 1-2; Canadian National Packaging Exposition, Automotive Building, Exhibition Park, Toronto. Hours: Tues. & Thurs., 10:00 a.m. to 6:00 p.m.: Wed., 10:00 a.m. to 9:00 p.m.
- Nov. 3; St. Louis Candy Sales Association, Congress Hotel, Union & Waterman Ave., St. Louis, Mo.
- Nov. 6; Denver Mile Hi Candy Club, Denver Athletic Club, Denver, Colo. (7:45 a.m. Breakfast)

- Nov. 6; Retail Confectionery Association of Philadelphia, Inc., Dairy Maid Restaurant, Philadelphia. (6:30 Dinner meeting)
- November 7-10; Packaging Machinery Manufacturers Institute 1961 Trade Show, Cobo Hall, Detroit, Mich.
- Nov. 9; New York Section, American Association of Candy Technologists, Busto's Restaurant. (6:30 Dinner meeting)
- Nov. 10; Los Angeles Confectionery Sales Club, Rodger Young Auditorium, Los Angeles. (12:00 noon)
- Nov. 14; Philadelphia Section, American Association of Candy Technologists, Dairy Maid Restaurant, Philadelphia. (6:30 Dinner meeting)
- Nov. 14; Boston Section, American Association of Candy Technologists. (Place to be announced.)
- Nov. 17; St. Louis Candy Sales Association. (Annual Stag Party)
- Nov. 20; Confectioner's Salesmen's Club of Philadelphia, Inc., 2601 Parkway, Philadelphia, Pa. (1:30 p.m.)
- Nov. 24; Boston Confectionery Salesmen's Club, Inc., Kenmore Hotel, Boston. (8:00 p.m.)
- Nov. 27-Dec. 1; Exposition of Chemical Industries, N. Y. Coliseum, New York City. (Mon. Noon to

PACKAGE MAKES THE DIFFERENCE

Quick-Change Artist: TRANSWRAP MACHINE

Want an automatic bag forming, filling and sealing machine that can double in brass as a quick-change artist while it gives you fast, efficient, economical performance day after day? Then check the Package Transwrap S-750. Because this new unit not only forms bags 3" to 15" long and 2" to 8½" wide, but also handles all the newest flexible heat-sealing materials and can change from one to the other in a jiffy.

The Transwrap S-750's unique unit assembly makes it possible to completely change bag sizes in less than 15 minutes, while new plug-in end seals cut change-over time on films to 20 minutes. Add to this—convenient handwheel regulation of bag speeds from 25 to 75 a minute from a single tube, dust and rust-proof construction to cut cleaning and maintenance time, and sealed ball and roller bearings in the central drive that require no lubrication—and you see why the new Transwrap offers you more for your packaging dollar.

Your Package representative can give you full details, tell you about the scale mounts and feeds available, and show you how the Transwrap S-750 can help improve your packaging profit picture.

PACKAGE

PACKAGE MACHINERY COMPANY,
EAST LONGMEADOW, MASS.

NEW YORK • PHILADELPHIA • ATLANTA • BOSTON
CLEVELAND • CHICAGO • KANSAS CITY • DALLAS

LOS ANGELES • SAN FRANCISCO • SEATTLE • TORONTO • MEXICO CITY



PACKAGING IS PART OF YOUR PROFIT PICTURE

10 p.m.; Thurs. 10 a.m. to 10 p.m.; Tues., Wed., and Fri. 10 a.m. to 6 p.m.)

Dec. 1-3; National Automatic Merchandising Association, Western Conference and Exhibit, Ambassador Hotel, Los Angeles, Calif.

Dec. 14-15; Western Confectionery Salesmen's Association Annual Convention, Pick-Congress Hotel, Chicago.

1962

Jan. 22-25; Plant Engineering & Maintenance Show, Convention Hall, Philadelphia.

February 21-23; Western Candy Conference, Mark Thomas Inn, Monterey, California

Feb. 27-28, March 1, 1962; Western Candy Show and Convention of National Candy Wholesalers Association, Flamingo Hotel, Las Vegas, Nevada.

April 9-12; National Packaging Exposition and Conference, Coliseum, New York City.

April 25-27; PMCA Production Conference, Franklin & Marshall College, Lancaster, Penna.

June 3-7; National Confectioners Association, The Conrad Hilton, Chicago, Illinois

June 3-6; Associated Retail Confectioners, The Drake Hotel, Chicago, Illinois

Sept. 8-16, 1962;—International Food Congress, 5th, New York Coliseum, New York City.

CANDY PACKAGING AND MARKETING

Published bi-monthly by

THE MANUFACTURING CONFECTIONER PUBLISHING CO.

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OAK PARK, ILLINOIS

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Allen R. Allured

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OCTOBER

Vol. 21, No. 5

1961

The word for
Candy Packaging is...

Glassine

Rhinelander Glassine paper keeps candy fresh . . . in appearance and taste. Provides versatile protection in candy packaging. Glassine is economical, prints well and performs smoothly on automatic packaging equipment.

Rhinelander Glassine is available in a wide variety of glossy sales appealing colors . . . embossed, opaque and translucent grades. Write for samples.



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PAPER COMPANY • RHINELANDER, WIS.

Division of St. Regis Paper Company

it's **IDEAL** for you...

faster...more efficient production
in caramel cutting and wrapping...
over 500 a minute.

Detailed brochure tells you
how...get your copy today.



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WRAPPING
MACHINE CO.
Middletown, N. Y. U.S.A.

EST. 1906



Stuckey's quality is now sealed in with

AVISCO® RS CELLOPHANE

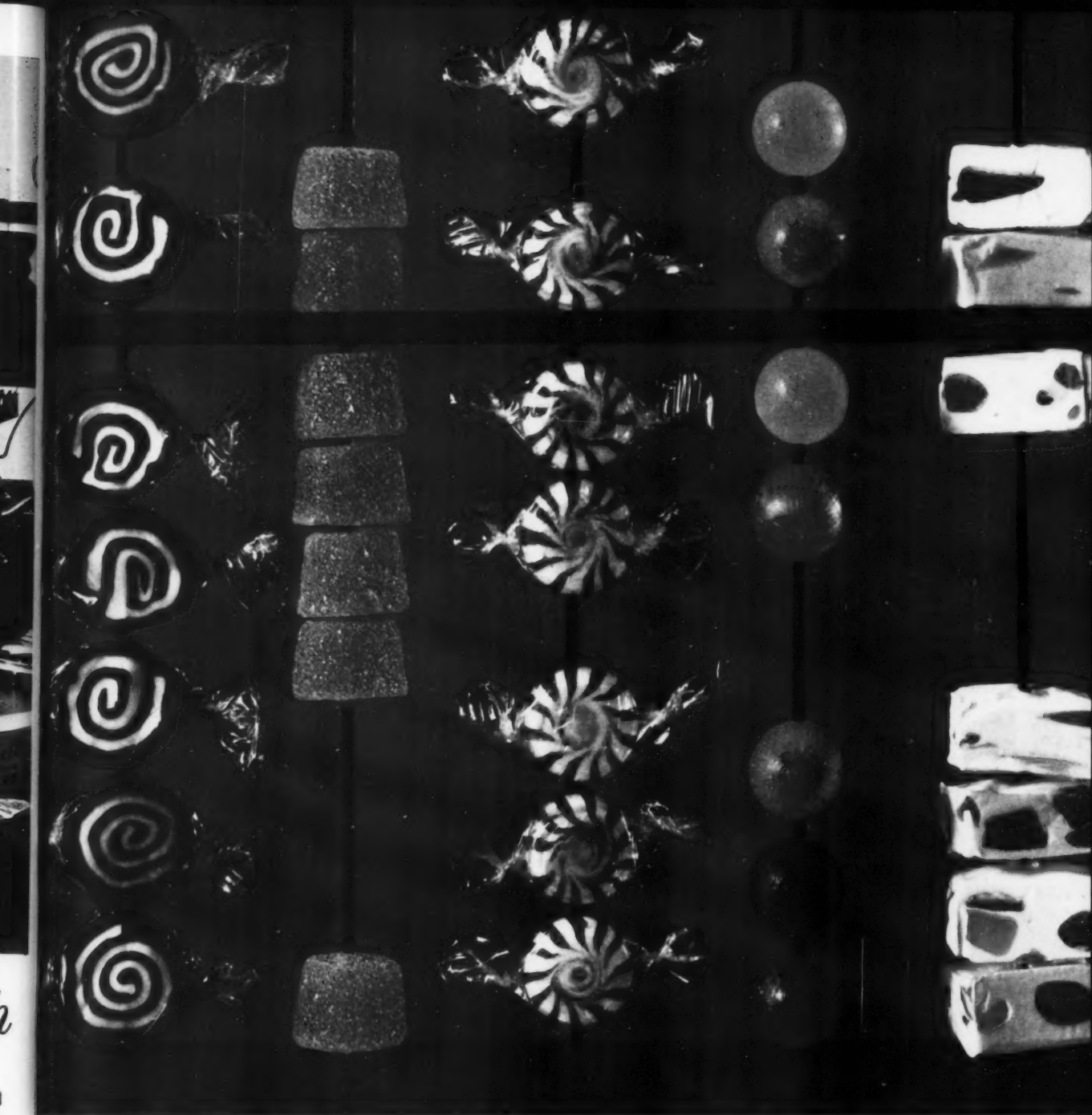
More than 80 Stuckey's roadside shops in 23 states attract thousands of motorists each year. For Stuckey's is famous for delicious candies, nuts and other taste treats. But freshness control was always a problem. Then Stuckey's evaluated new Avisco RS cellophane—a premium performance, polymer resin coated film.

Result? RS maintained freshness and flavor far longer—actually doubled shelf life. That's why all Stuckey's goodies and gifts are now sealed in Avisco RS cellophane. And it's why you'll do well to choose it, too. Phone or write us for an appointment with our representative or a selected cellophane converter.



AMERICAN VISCOSE CORPORATION, FILM DIVISION, 1617 PENNSYLVANIA BLVD., PHILADELPHIA 3, PA.
SALES OFFICES ALSO LOCATED IN ATLANTA, BOSTON, CHICAGO, DALLAS, LOS ANGELES AND NEW YORK





It Adds Up—to Let STANGE Evaluate Your Color Problems!



PRINTED IN U.S.A.

How long has it been since you've taken a close look at the colors you are buying? Chances are excellent that the man from Stange can make color do a better job for you in your finished product. You see, Stange technicians have the know-how to make color serve food, bottling, and candy processors better. The Stange technician will be glad to make a color analysis in co-operation with your technical or production staff. Put Stange's years of experience to work for you.

WM. J. STANGE CO., Chicago 12, Ill.
Paterson 4, N. J.—Oakland 21, Calif.

Canada: Stange-Pemberton, Ltd.,
Toronto, Ont.

Mexico: Stange-Pesa, S.A., Mexico City

PEACOCK BRAND CERTIFIED FOOD COLOR®

Candy Clinic

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of The MANUFACTURING CONFECTIONER.

Salted Nuts; Gums & Jellies

Code 10A1 Salted Peanuts in the Shell 8 ozs.—25¢

(Purchased in a department store,
Chicago, Ill.)

Sold in Bulk:

Peanuts:

Roast: Good
Salting: Poor
Texture: Soft
Taste: Good

Remarks: Salting needs checking up as very little could be tasted. Peanuts were soft. No doubt this was caused by the weather or by being kept too long in the retail outlet.

Code 10B1 Creme Puffs 8 ozs.—20¢

(Purchased in a chain variety store,
Chicago, Ill.)

Sold in Bulk:

Puffs: Puffs are a grained sugar piece, vanilla and chocolate pieces.

Colors: Good
Vanilla: Very hard and dry. Lacked flavor.

Chocolate: Very Good

Remarks: Suggest a good oil or fat be added to the vanilla to keep it soft. There are a number of products on the market that can be used in the vanilla for this purpose.

Code 10C1 Salted Jumbo Peanuts 5½ ozs.—29¢

(Purchased in a chain drug store,
Chicago, Ill.)

Appearance of Package: Good

Container: Cellulose bag, paper clip on top printed in yellow, blue, brown and white.

Peanuts:

Roast: Good
Salting: Good
Pieces: About 40%
Texture: Good
Taste: Good

Remarks: One of the best salted jumbo

peanuts we have examined this year. Very brittle and a good roast.

Code 10D1 Salted Cashew Nuts 4 ozs.—40¢

(Purchased in a retail candy shop,
Chicago, Ill.)

Sold in Bulk:

Cashews:

Roast: Good
Salting: Good
Pieces: About 1%
Texture: Soft. See remarks.
Taste: Good

Remarks: Cashews were soft; no doubt the hot humid weather caused this. Slightly high priced at \$1.00 the pound.

Code 10F1 Fruit Slices 2 ozs.—10¢

(Purchased in a department store,
Chicago, Ill.)

Appearance of Package: Good

Container: White board tray, cellulose wrapper printed in red, white and blue.

Slices: 5 pieces

Colors: Good
Sugaring: Good
Texture: Good
Flavors: Good. See remarks.

Remarks: Suggest less acid be used as it overpowered the flavors.

Code 10G1 Assorted Finger Jellies 12 ozs.—49¢

(Purchased in a department store,
Chicago, Ill.)

Appearance of Package: Good

Container: White board oblong tray printed in green. Cellulose wrapper.

Jellies: Jellies are in white paper cups.

Colors: Good

Candy Clinic Schedule For the Year

JANUARY—Hard Candies

FEBRUARY—Chewy Candies; Caramels; Brittles

MARCH—Assorted Chocolates up to \$1.15

APRIL—\$1.20 and up Chocolates; Chocolate Bars

MAY—Easter Candies; Cordial Cherries

JUNE—Marshmallows; Fudge

AUGUST—Summer Candies

SEPTEMBER—Uncoated & Summer Coated Bars

OCTOBER—Salted Nuts; Gums & Jellies

NOVEMBER—Panned Goods; 1¢ and 2¢ Pieces

DECEMBER—Best Packages and Items of Each Type Considered
During the Year.

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Sugaring: Good

Texture: Good

Flavors: Fair

Remarks: Flavors are not up to the standard of other jellies we have examined in this price field.

Code 10H1
Assorted Opera Jellies
½ lb.—20¢

(Purchased in a chain variety store,
Chicago, Ill.)

Sold in Bulk:

Jellies:

Color: Good

Sugaring: Good

Texture: Very hard and tough.

Flavors: Fair

Remarks: Flavors are not up to the standard of other gums of this type that we have examined this year. All jellies were partly grained.

Code 10J1
Hawaiian Jellies
8 ozs.—30¢

(Purchased in a department store,
Chicago, Ill.)

Sold in Bulk:

Jellies: Jellies were all stuck together.

Colors: Good

Coating: Summer, in colors: good

Texture: Good

Flavors: Good

Remarks: A good eating jelly.

Code 10K1
Marshmallow Jellies
1 lb.—59¢

(Purchased in a retail bakery shop,
Chicago, Ill.)

Appearance of Package: Good for this priced jellies.

Container: White folding box, two layer type, large window in center, printed in green.

Jellies:

Colors: Good

Texture: Good

Sugaring: Good

Flavors: Good

Remarks: The best marshmallow jellies we have examined this year at this price. Cheaply priced at 59¢ the pound.

Code 10E1
Assorted Coconut Squares
6 ozs.—25¢

(Purchased in a chain variety store,
Chicago, Ill.)

Sold in Bulk: Coconut paste pieces are wrapped in printed cellulose.

Squares:

Colors: Good

Texture: Good

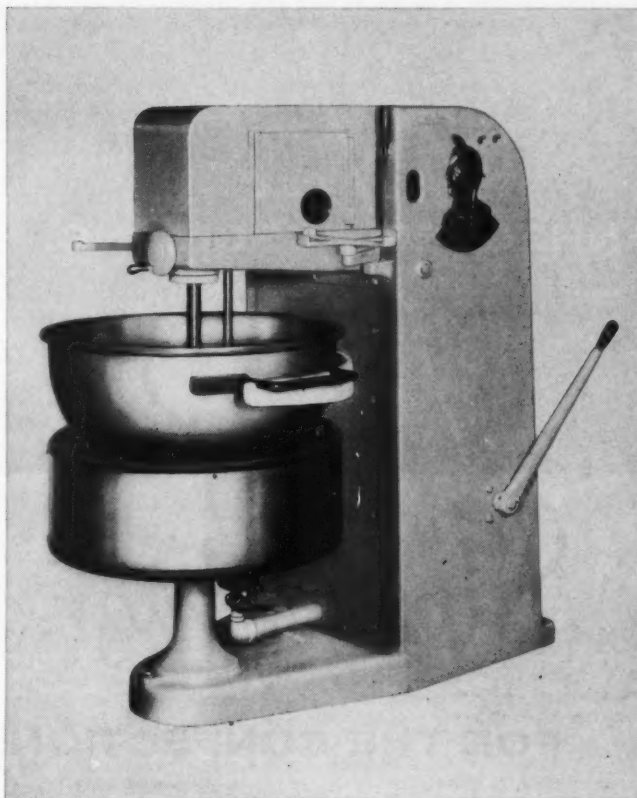
Taste: Fair

Remarks: Piece does not have a good coconut taste. Suggest more salt be used, a coarse coconut and a good coconut flavor. Coconut is too finely ground for a piece of this kind.

SAVAGE LATEST FIRE MIXER

MODEL S-48

Thermostatic Gas Control—Variable Speed



The Savage Latest Fire Mixer, Model S-48, is Streamlined and Sanitary and has many new features and conveniences:

Automatic Temperature Control

Variable Speed from 30 to 60 RPM

Break-back within floor space 32" x 48"

Aluminum Base and Body Castings

Atmospheric Gas Furnace with Stainless shell

Removable Agitator, single or double action

Stainless Cream Can and Stainless Drip Pan

Copper Kettle 24" diameter 12½" deep or 16" deep

You can save labor and obtain uniform batches by setting the thermostat for degree cook desired. It cooks and mixes batches of caramel, peanut brittle, peanut candies, fudge, nougat, gum work, and with double action agitator is ideal for coconut candies and heavy batches.

Your inquiry invited

SAVAGE BROTHERS COMPANY

2638 Gladys Ave.

Chicago 12, Ill.

ANHEUSER-BUSCH, INC.

ANHEUSER-BUSCH, INC.



Sign of highest quality

FOR THE CONFECTIONERY INDUSTRY

CORN SYRUPS

THIN BOILING STARCHES

MOULDING STARCHES

all fine products...

from the corn we took off
the cob



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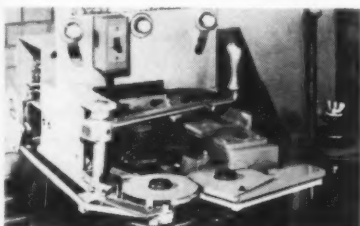
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New Products

Automatic bag sealer, designed to seal up to 80 bags per minute has been developed. The machine is adaptable to all types of polyethylene bags, and to many cellophane and cloth bags. Unit has a closure device that adheres a special pressure-sensitive tape seal around the closure of the bags. The seal consists of a short, one-piece length of pressure-sensitive tape. If desired, a shorter length of paper may be simultaneously and automatically laminated to the tape by the machine during sealing to form a Y-shaped paper tab for easy breaking of the seal.

Versatility of the machine enables it to operate in almost any position. Taping head can be tilted at various angles to coincide with stationary or portable conveying machines. Unit operates on 110-v circuit, and is driven by a ¼ hp electric motor. A quick-



threading mechanism is incorporated for easy tape roll replacement. Downtime for roll replacement is about 30 sec. Unit has spring-loaded gathering wheels on the taping mechanism for operator protection. It is designed for tape widths of ¾" to ½", and tape roll diameters of up to 9". Length of each tape seal depends on size of bag and caliper of film. The machine is 28" long, 24" wide and 15" high. Optional equipment is a 4'-8" stand. Machine weighs 172 lb., and the stand 170 lb.

The machine can be equipped with a special coding attachment in compliance with U.S.D.A. recommendations.

For further information write: 3M Company, Dept. J1-2, Section MC, 900 Bush Ave., St. Paul 6, Minn.

New technique for producing raise-printed designs on foils, plastic film and cellophane has been developed.

Sparkling flitters and bright metallic powders can be added to foils to make attractive over-wraps, especially for solid pattern boxes. Also,



WHO
cut out
WHAT word
from the dictionary?

im-pos'si-bil'i-ty, n. [-TIES, pl.] 1. The fact or state of being impossible. 2. That which is impossible; something that can not exist or be done.—**im-pos'si-bly**, adv.

THESE are the men who cut it out:



... part of the staff of Automation Engineering Laboratory, Incorporated ... engineers, designers, inventors ... yes, even dreamers. They have consistently solved "unsolvable" manufacturing, handling or processing problems ... have designed and built "impossible" machines ... that worked! They have done this for companies among the top five in such varied fields as Automotive, Electrical, Food, Paper, Textiles ... etc.

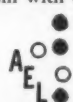
Most important: in developing, designing and producing new or improved machines, processes and automated systems for industry, Automation Engineering Laboratory has *virtually eliminated costly risks of clients' capital!* How? By AEL's new concept of "STEP-BY-STEP Automation"®.

WHAT IS IT?

Briefly ... it is AEL's systematic, step-by-step approach to creating equipment and processes. It involves *proving out* planned functions on working models ... *one step at a time*. Function "A" is contracted for, completely proved out and demonstrated to you before Function "B" is even attempted ... and so on. *Thus you will see your project operating in prototype within the first 15% of your total expenditure.* And, when your machine or system is completed, *it will work exactly as it should!* This is automation that any manufacturer can afford.

NOW...ABOUT YOUR PRESENT PROBLEMS

Whatever your automation problem, may we suggest you write or phone us? One of us will visit you ... listen carefully to your problem ... gather information. After studying your over-all layout, he will go back to Stamford and share your problem with other AEL Senior Staff Members. What he will then tell you is



"We can do it!" and ... on a contract basis you will appreciate.

Remember, the word "impossibility" has been cut out of our dictionary. Try us.

AUTOMATION ENGINEERING LABORATORY

INCORPORATED

- AEL Development and Research Division, Inc.
- AEL Manufacturing Division, Inc.
- AEL Food Machinery Division, Inc.

84 Commerce Road • Stamford, Connecticut

the raised printing makes attractive film bags for customer attention. The Rayz-Brite designs include: Royalty, Consort, Everyday, and an all-new Christmas line. Formerly the line was printed on continuous rolls of various weights of paper.

For further information write: Embossograph Process Co., Inc., Dept. MC, 3720 14th Ave., Brooklyn 18, N. Y.

Float Thermostatic Steam Trap that is said to have an indestructible stainless steel bi-metal thermostatic air vent, provides continuous discharge

of condensate and air. It shuts tightly on steam to prevent waste.

Rocker design simplifies mechanical linkage; allows compactness. The ball and all working parts are made of high quality stainless steel. For in-line inspection, only the body housing needs to be removed.

The unit can be used on unit heaters, steam main drips for terminal ends and branch mains, large boiling pans and steam tables, heat exchangers, instantaneous heaters, cylinder dryers, autoclaves and stills.

Pressure ranges from 0 to 30 psi; 0 to 75 psi and 0 to 150 psi. Connect-

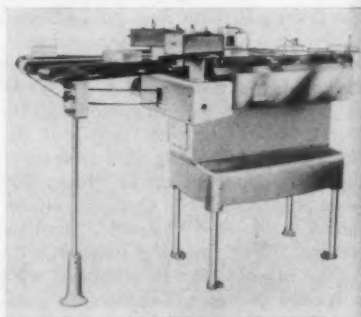
tions are 3/4" American Standard pipe threads.

For further information write: Faris Engineering Corp., Dept. MC, 591 Commercial Ave., Palisades Park, N. J.

For closing and coding by colored bands, Boxbender has been developed. Unit facilitates inventory control, provides visual recognition of full containers, and allows multiple banding of products for special promotions. The unit is fully automatic once the feed hopper is loaded. It has continuous feed and utilizes any type of heat-seal material. The unit can be provided to take any band width from 1/4" up, and tear tab is provided for easy package opening. The machine uses plain or printed bands, and register control for exact band location and cut-off is available. The machine handles up to 1800 packages per hour and one operator can handle as many as five machines simultaneously. Also it will handle any package size and shape. It operates on 220-v A.C., 3 phase.

For further information write: Halm Instrument Co., Inc., Dept. MC, Glen Head Road, Glen Head, Long Island, N. Y.

A new high-speed checkweighing machine, operating at any speed up to 300/minute, weighs each article "on the fly", and instantly diverts off-weights from the line. Open cans, jars, bottles, cartons, even flexible pouches and bags are accurately checkweighed. The three-way segregating system employs a pair of opposing arms to gently guide all off-weight



containers out of the production line for convenient trimming or adding—underweights to one side, overweights to the other. The endless belt system acts to carry away spilled material from over-filled containers. For further information write: FMC Packaging Machinery Division, Dept. MC, 4900 Summerdale Avenue, Philadelphia 23, Pa.

CONFECTO-SPRED

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QUALITY CANDY

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For Top Quality
CONFECTO-SPRED serves the
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Belts — Trays — Transfer Pans

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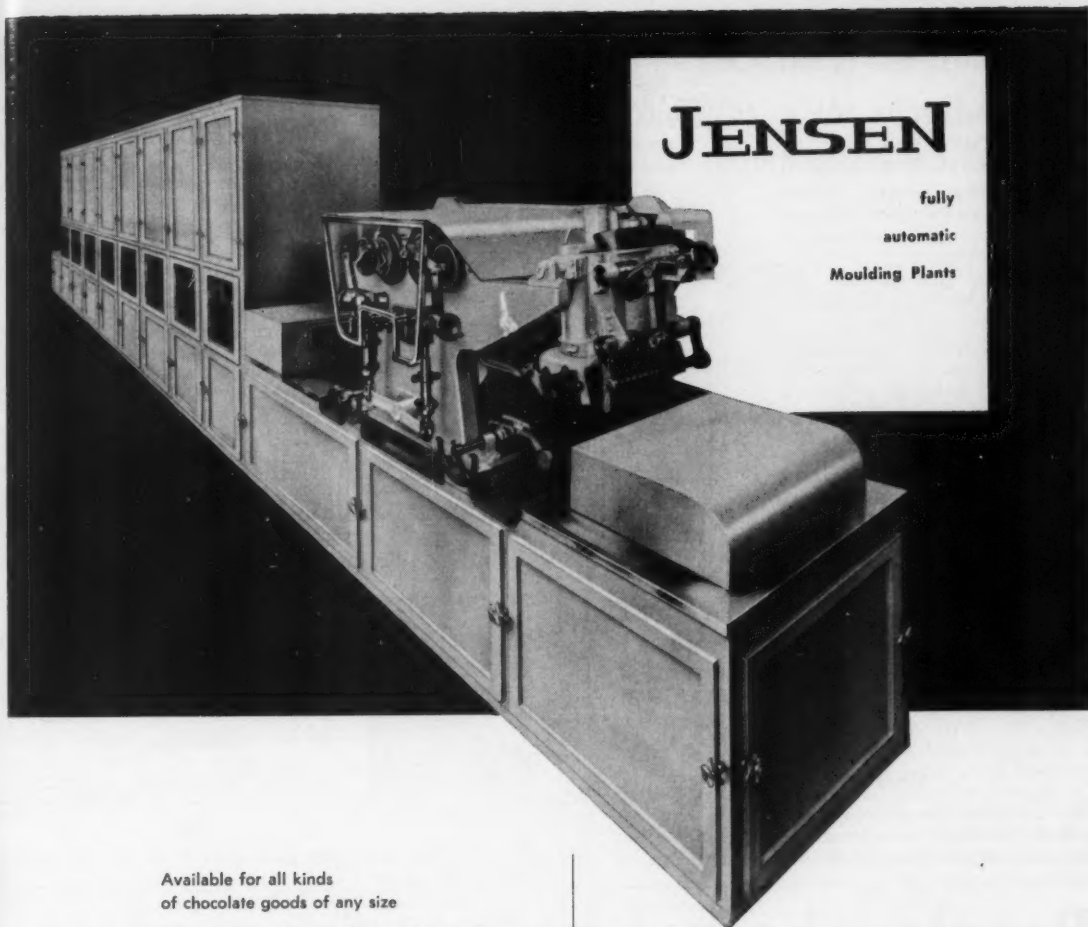
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Available for all kinds
of chocolate goods of any size

Built as special or universal plants for

- plain chocolate goods and couverture slabs
- filled goods (hard, soft or semi-soft centres)
- hollow goods (Easter eggs etc. of exact weight)

Custom-made for big and small requirements
and space conditions

Supplied through 40 years to the chocolate
industry all over the world

The FIRST moulding plant

which was constructed with continuously
moving endless mould conveyor
the most automated
the most versatile

Lower costs

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clean working — negligible waste
weight accurate goods
reduced mould costs
long life time
minimal maintenance
depositor adjustable while working

Bigger profits



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For information and service please contact:
Mikroverk (Canada) Ltd., 90, Advance Road, Toronto 18, Ont. Telephone: BELmont 1-2259

PATENTS

860,836

IMPROVEMENTS IN THE MANUFACTURE OF HARD CANDY

Peter William Gilbey Johnston assignor to Baker Perkins Limited, Westwood Works, Peterborough, Northamptonshire, a British Company.

Filed Oct. 20, 1959, Serial No. 34714/58. International Classification: A23g.

Cooked sugar is delivered continuously from a microfilm cooker 11 to a steel conveyor band 12 driven by a motor 13. The upper run of the band 12 travels over a water jacket 14 to which cooling water is supplied from a tank 15. The ribbon of sugar on the band 12 is subjected to mechanical folding by consecutive pairs of ploughs 16, 17 which serve to cool and equalize the temperature of the sugar ribbon and prevent differential chilling of the sugar by continued contact of one surface of the ribbon with the cooled band 12. The ploughs also assist in improving the uniformity of distribution in the sugar of the additives which have previously been incorporated in the sugar as described later. Between the ploughs 16, 17 the thickness of the ribbon of sugar folded by the plough 16 is reduced by a sizing roll 18. The sugar is diverted from the band 12 by a plough 19 to a lateral conveyor 20 which feeds the sugar to a former 21 including four conical rolls which form

the sugar into a rope. The rope of sugar is fed to a machine for forming it into tablets.

The sugar 24 is discharged from the cooker 11 down a chute 23 which leads to a deflector 25 of inverted V shape. As a result the sugar is divided into two streams 24A, 24B which are deposited in superimposed laminations on a further chute 26 which feeds the sugar to the band 12. The chute 26 is heated by steam. Liquid flavoring is squirted continuously into the space beneath the

deflector 25 by spray nozzles 29. The nozzles 29 may be constituted by hypodermic needles. The flavoring is thus incorporated between the two streams 24A, 24B of sugar. The flavored sugar on the chute 26 is agitated by a pin mixer 31 constituted by a pair of rotary discs carrying pins 32 which project downwardly into the sugar.

Powdered acid is supplied continuously to the sugar from a dispenser 33 having a perforated bottom and containing a rotary brush. The dispenser 33 may be situated above the band 12, as shown in full lines in Fig. 4, or above the chute 26 in advance of the pin mixer 31 as shown in chain dotted lines.

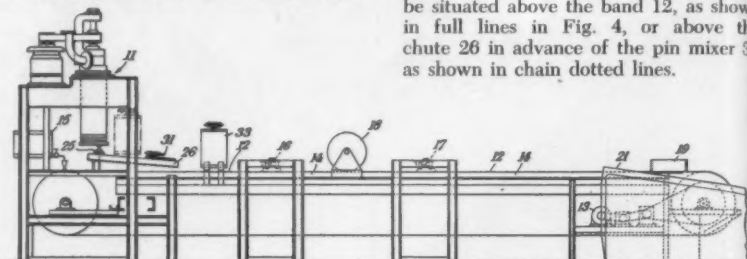


Fig. 3.

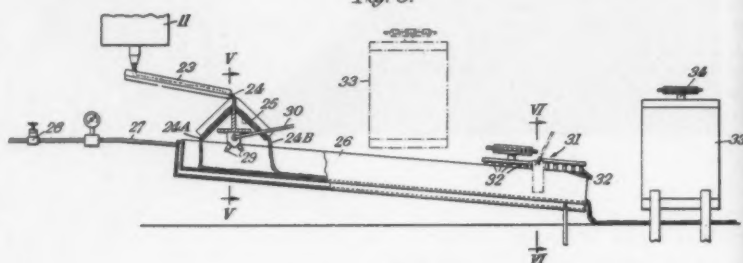


Fig. 4.

People who use pecans for profit...



Because: they're high oil content pecans—bright, full-meated and firm, with the delicate flavor of freshly shelled pecans.

Because: every pound of Fleischmann's is a pound of quality pecans, the pick of the pecan meats, rigidly graded to specification.

Because: they're backed with the kind of service which has earned Standard Brands a prestige reputation in the food field.

specify Fleischmann's *Fancy* Pecans

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NEWSMAKERS

Dr. Samuel Zuckerman, vice president and technical director of H. Kohnstamm color division has been elected to the board of directors of H. Kohnstamm & Co., Inc.

Dr. Zuckerman has been associated with the firm since 1936, and technical director of the color division since 1954. He holds a B. S. degree in Chemistry from City College, New York, and M. S. and Ph.D. degrees from the Polytechnic Institute of Brooklyn.



Dr. Zuckerman

John Bierie is new assistant western division sales manager, Clinton Corn Processing Company, Clinton, Iowa, and **Robert H. Boegel** is newly-appointed New York district manager. Bierie, who is succeeded as district manager at Seattle by **O. K. Gordon**, will have headquarters at San Francisco.

Roman L. Pozorski has been named assistant sales manager of the Ucopco Gelatin division of Wilson & Co., Inc., Chicago. Previously he was technical service manager of the division. He is a member of the American Association of Candy Technologists.



R. L. Pozorski

Effective Nov. 1, Sunkist Growers, Los Angeles, will institute a new sales policy for its Exchange brand essential lemon and orange oils. **L. C. Gallagher**, sales manager, Industry division, Sunkist Products Sales Department announces the Sunkist Industry sales force will sell these oils directly to the U. S. and Canadian trade. Also, the firm has retained Ungerer & Company as a national distributor for the oils, making them available through either firm.

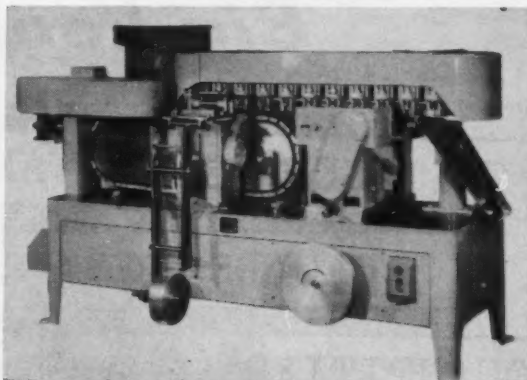
Baird Chemical Industries, New York City, is planning to construct a \$1,500,000 plant for production of Sorbitol. The new facility, which will have a capacity of 20 million lb., will be situated on a 40-acre site in Peoria, Ill.

Pending approval of R. E. Funsten Company stockholders, the firm will be acquired by Pet Milk Company, both St. Louis, Mo., firms. Funsten shells and packs pecans and black walnuts for confectionery manufacturers and other food processors. A special meeting of Funsten stockholders has been called for Oct. 25, and final approval would unite the companies as the Funsten Nut Division of Pet Milk Company, with Funsten's President **Hugh L. King** as president of the new division. Funsten would retain and be operated by its present management and employees, and maintain existing relationships with its growers and brokers.

Brokers newly-appointed for bulk chocolate products by **The Walter Baker** unit of General Foods Corporation are: **General Ingredients, Inc.**, Cleveland, to cover northern Ohio including Cleveland, Youngstown, Akron, Canton, Mansfield and Toledo; **John H. Thier** Company, Cincinnati, for Cincinnati, Dayton and Columbus, Ohio areas; and **Holloway-Oppenhimer Company**, Louisville, Ky.,

(Continued on page 60)

Check these outstanding features of the new LATINI "Continuous-Motion" Twist Wrapper



1 Automatic Feed Hopper

A LATINI first! Especially developed to eliminate doubles and broken pieces, with a feed mechanism that automatically controls the amount and flow of candy.

2 Continuous Feeding

A LATINI exclusive! Especially developed to eliminate chipping and dusting. Feed plate operates in a continuous motion which gently transfers the candy piece for wrapping without the conventional intermittent motion.

3 Multiple Twisters

NEW! Five sets of twisters insure slower twisting speeds of each twisting head. Due to the relatively slow speed of each twister, all types of paper can be used.

4 U.S. Engineered

Especially designed for U.S. production. All parts, such as gears, screws, bearings, etc., are easily obtainable locally. All machine parts made to U.S. standards, and are jigged for production.

5 Paper Saver

A paper-saving device is incorporated to stop the feed of paper in the event the candy is missing.

6 Simplified Maintenance

Designed for livability. Each operating unit is easily accessible for maintenance without the removal of other mechanisms. All moving parts and stations are at waist-high levels.

7 Speed

Wraps up to 350 pieces per minute, depending on the size and type of preformed candy being wrapped.

REPRESENTATIVE:

John Sheffman, Inc.

152 W. 42nd St., New York 36, N. Y.

FRITZSCHE IS BIG IN VANILLA!

Special Bulletin to Big Vanilla Buyers:

FRITZSCHE PURE VANILLA SINGLEFOLDS AND
TWOFOLDS NOW PRODUCED IN UNLIMITED
QUANTITIES....ORDER FROM 500 GALLONS UP
....PURITY INSURED BY CHROMATOGRAPHIC
PROOF....SEND FOR FREE SAMPLE AND
ATTRACTIVE FOLDER TODAY!

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SAMPLE
Today!**

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Please send me **FREE** 2 oz. sample of the Vanilla checked below,
together with the folder—"What's different about Fritzsch Vanilla?"

- ☐ Pure Vanilla Singlefold
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- ☐ Pure Vanilla Singlefold
Bourbon No. 35020
- ☐ Pure Vanilla Singlefold
Special No. 35030

- ☐ Pure Vanilla Twofold
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- ☐ Pure Vanilla Twofold
Bourbon No. 35248
- ☐ Pure Vanilla Twofold
Special No. 35251
- ☐ Pure Vanilla Twofold
No. 31373

Name.....

Company.....

Address.....

City..... State.....

MC/Sept 61

Ingredient

8¼ lbs. M
2¼ lbs. F
5 lbs. S
5 ozs. E
2½ lbs. V
7 lbs., 7
1 oz. Sa
2 ozs. C
¾ oz. V

Procedure

Place c
with 2¼
blend w
speed.

Beat e

for Octo

Weekend Special



All-purpose Coconut Dough

BY HERB KNECHTEL

Knechtel Laboratories, Skokie, Ill

Ingredients

8¼ lbs. Medium Shred Coconut
2¼ lbs. Hot Water
5 lbs. 5 ozs. Sugar
5 ozs. Egg Whites
2½ lbs. Water
7 lbs., 7 ozs. Corn Syrup Solids
1 oz. Salt
2 ozs. Cocoa Butter
¾ oz. Vanilla

Procedure

Part I

Place coconut in mixer. Combine 2 lbs. of the sugar with 2¼ lbs. hot water. Heat until dissolved and blend with coconut for about 3½ minutes at low speed.

Part II

Beat egg whites until stiff. Combine 3 lbs. 5 ozs.

of corn syrup solids with remaining sugar and blend dry. Add 2½ lbs. water and salt in kettle and cook to 230°F. Add this syrup, ¾ at a time to beaten egg whites. Total time for mixing about 8 minutes. Pour frappe (Part II) over sweetened coconut (Part I) at low speed.

Part III

Melt cocoa butter and add to above. Add vanilla. Then add remaining corn syrup solids and mix until blended. Remove from mixer and cool to room temperature. Extrude or form as desired.

This coconut candy makes an excellent hand roll center for chocolate or bon bon cream. It is also the right consistency for extrusion through the various types of cream extruders and hand roll machines. This same basic formula can be used for such seasonal items as small eggs for Easter.

CUSTOM SUGAR MILLING

for the CONFECTIONERY INDUSTRY

fresh ground sugar facilitates production

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YOU USE IT TOMORROW**

URBAN F. MYERS & Co.
Sugars
SINCE 1910

MAKERS OF VELVET POWDERED SUGAR
2627 W. WASHINGTON BLVD., CHICAGO 12, ILLINOIS

(Continued from page 57)

for Louisville, Lexington, Bowling Green, and the southeastern portion of Indiana.

Glenn R. Grissinger is new sales manager for the Bakery division of J. W. Greer Co., Wilmington, Mass., producer of candy processing equipment. Grissinger was formerly sales manager of Read Standard division of Capitol Products Corp., York, Pa. . . . Daniel E. Lucas is new Eastern Regional Sales-Service manager of the Industrial division, Corn Products Sales Co. He succeeds Clyde D. Woodburn who has been named manager of the division's Philadelphia district office. Prior to his new assignment, Lucas was manager of the firm's technical service department in Argo, Ill. Before joining the technical service, Lucas was in the research department, having entered the Corn Products organization in 1947. The Eastern Region office is at 10 East 56th St., New York City.



G. R. Grissinger



D. E. Lucas

Natural Products Corporation (Napro) is newly-appointed agent for Polak's Frutal Works, Inc., Middletown, N. Y., in all Canadian provinces except British Columbia. A. J. de Jong, PFW'S sales representative in Canada, at 130 Jameson Ave., Toronto, continues in the same capacity. He will work closely with the Napro staff. Napro has warehousing and forwarding facilities in Montreal and Toronto. G. W. Radford is at Montreal, and D. Wingfield at 60 Clarkson Ave., Toronto. Address of the former is P. O. Box 392, Station "O", Montreal 9.

Hayssen Manufacturing Company, Sheboygan, Wis., has purchased patents and manufacturing rights of the Pac-Form line of machinery from Package Forming Machinery Company. In addition to automatic accumulating-bundling, and automatic bag forming-filling-sealing equipment, Hayssen will now manufacture a variety of automatic carton forming machinery.

Corn Industries Research Foundation, Inc., Washington, D. C. has been cited by the American Society of Association Executives for "outstanding public service programs." As one of three Grand Award winners, in competition open to 1600 associations represented by the ASAE's membership, The Corn Foundation was honored for its outstanding contribution in revising and publishing standard analytical procedures for research in the corn-refining industry, and which proved of inestimable value to government agencies, laboratories, libraries, consultants, etc., both within and outside the industry, domestically and internationally. Robert J. Smith, assistant director of research for Corn Products Co., and chairman of the Analytical Procedures Sub-committee of CIRF, received the award in behalf of the Foundation, from ASAE President J. Harold Bailey. Awards were given at recent ASAE annual meeting.

Speas Company, Kansas City, has completed construction of a new apple products processing plant at Fremont, Mich. The firm produces apple cider, white distilled vinegar and commercial pectin.

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Territory: Western Pennsylvania
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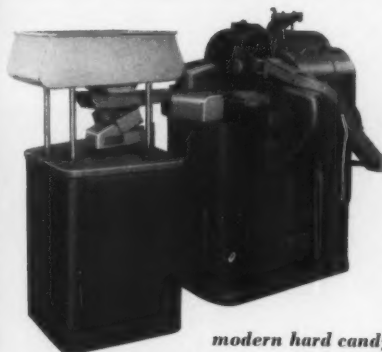
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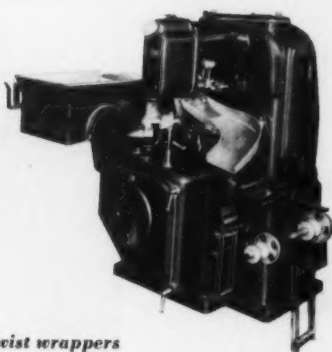


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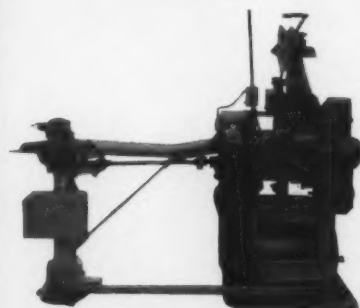
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FORGROVE ROSTOPLAST
hard candy plant



high speed toffee plant
ROSE R.A.F. 500

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MODERN CANDY
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HAWAIIAN PINEAPPLE SLICES, DRAINED

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Specially processed fruit centers for dipping.

Luscious, plump, firm fruit, rich in natural

flavor! Glacé fruit, processed to perfec-

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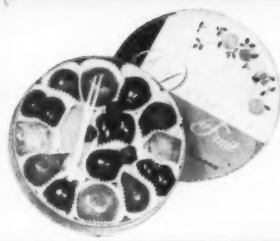
with our custom touch —

not too moist — not

too dry — just

right!

"always select SUPERIOR for the finest"



SUPERIOR FRUIT AND CONFECTIONS, Inc.

240 CENTER STREET
STATEN ISLAND, N. Y.

**DELUXE
PACKAGING**
for private labels!

Corn Products International, a division of Corn Products Company, has appointed Clifford Love Starch Products, Pty., of Australia, sole agent in that country for the company's line of corn-based products. Corn Products International will furnish technical assistance to the Australian firm. The venture marks CPI's initial entry into Australia. The Love firm is a wholly-owned subsidiary of Clifford Love & Company, Ltd., producers of consumer food and laundry products, industrial products, etc.

J. W. Greer Company, Wilmington, Mass., has just been named exclusive sales representative for Liquid Chocolate Holding Tanks, produced by **McCart Iron Works, Inc.**, Norristown, Pa. The agreement enables Greer to provide greater service to the confectionery industry.

James P. Gray is new sales representative for Fritzsche Brothers, Inc., suppliers of essential oils, and creators of flavor compositions, in the San Francisco area. Gray previously was Eastern sales manager for the Merckens Chocolate Division of Consolidated Foods Corporation. He has also covered the Pacific Coast area for the Walter Baker Chocolate Division of General Foods Corp.

STATEMENT REQUIRED BY THE ACT OF AUGUST 24, 1912, AS AMENDED BY THE ACTS OF MARCH 3, 1933, JULY 2, 1946 AND JUNE 11, 1960 (74 STAT. 208) SHOWING THE OWNERSHIP, MANAGEMENT, AND CIRCULATION OF

The Manufacturing Confectioner published monthly at Pontiac, Illinois for October, 1961.

1. The names and addresses of the publisher, editor, managing editor, and business managers are: Publisher, Mrs. Earl R. Allured, 418 N. Austin Blvd., Oak Park, Ill.; Editor, Mr. Stanley E. Allured, 418 N. Austin Blvd., Oak Park, Ill.; Business manager, Mr. James W. Allured, 418 N. Austin Blvd., Oak Park, Ill.

2. The owner is: The Manufacturing Confectioner Publishing Co., 418 N. Austin Blvd., Oak Park, Ill.; Mrs. Earl R. Allured, 418 N. Austin Blvd., Oak Park, Ill.; James W. Allured, 418 N. Austin Blvd., Oak Park, Ill.; Allen R. Allured, 418 N. Austin Blvd., Oak Park, Ill.; Stanley E. Allured, 418 N. Austin Blvd., Oak Park, Ill.

3. The known bondholders, mortgagees, and other security holders owning or holding 1 percent or more of total amount of bonds, mortgages, or other securities are: None.

4. Paragraphs 2 and 3 include, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting; also the statements in the two paragraphs show the affiant's full knowledge and belief as to the circumstances and conditions which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner.

5. The average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the 12 months preceding the date shown above was 2072.

JAMES W. ALLURED, Business Manager
Sworn to and subscribed before me this 19th day of September, 1961.

[SEAL]

FRANCES L. PATTERSON
(My commission expires March 15, 1962)

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LABORATORY CONTROLLED

for

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Clearlube

the perfect releasing agent for cookers, mixers, cooling tables, slabs, trays, etc.

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It's Foote & Jenko flavors or nothing.
— Made in Jackson Michigan*

ROSE
Form, Cu
Output: 5



ROSE
Form, Cu
Wrapp
Output: 65



ROSE F. W. T. TRIUMPH

Form, Cut, Fold or Twist Wrapping Machine

Output: 550-600 pieces per minute on twist
500-550 pieces per minute on fold

The Rose Triumph is designed for the high speed production of twist or fold wrapped pieces showing the cut side through the wrapper. This is a very desirable feature for the attractive display of whirls, fancy nougats, fruit or nut centered candies with a patterned center. Machine can be supplied to produce round, rectangular, oval, or almost any shape and weight of toffee or hard candy.

ROSE

Still the Leader!

ACCLAIMED
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MANUFACTURERS
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PERFORMANCE!

- Entirely new in design
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- Precision engineered
- Rugged construction

Now is the time, in this keen competitive market, for you to install these advanced high speed wrapping machines so that you will be able to derive the benefits and profits from their high speed and lower cost per unit production.

The Rose family of high speed wrapping machines were specially designed to fulfill today's relentless demand for highest speed production together with lower labor costs, and to produce the eye-catching wrap necessary for the "impulse-buying" super-market type of merchandising.

ROSE 5 I. S. T. TWIST WRAPPER

Output: 400 to 450 pieces per minute
depending on shape of piece

The Rose 5 I. S. T. is designed for the twist wrapping of irregular shaped candies. This machine will either twist both ends of the wrapper or "sachetti" single end twist wrap, as required.

- Equipped with a patented automatic feed.
- Self-lubrication throughout, oil being sprayed by a pump and filter to the various movements. All shafts, etc., are oil sealed to prevent seepage.
- Contains a "no product—no paper" control device.
- Only one feed plate to change for different sizes of candies.

We can do all types of wrapping.

**Tell us your requirements
and send us samples
of your products.**

**Complete details
will be promptly
submitted.**

ROSE F. W. T.

Form, Cut, Fold or Twist
Wrapping Machine

Output: 650 pieces per minute

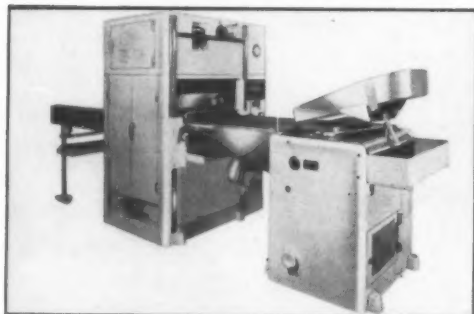
The Rose F. W. T. is designed for forming, cutting, folding or twist wrapping square, rectangular or cylindrical shaped toffees, caramels, and hard candies in cellophane or wax paper, with and without an understrip or, wax paper with an overstrip.

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EQUIPMENT CORPORATION**
ROSE MACHINERY DIVISION

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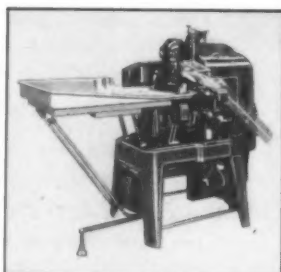


Very latest National Equipment M-100 Automatic, Streamlined, Heavy Duty Steel Mogul with D-100 Depositor. Ball bearings, forced feed lubrication, entirely framed with covers, explosion proof motors. Also with Currie Automatic Loader and Currie Automatic Stacker.



National Equipment 24" Bon Bon Enrober. Used less than 1 year. All parts which come in contact with the coating material are made of stainless steel. Available with new machine guarantee. Also 24" and 32" latest style Standard Streamlined Enrobers on hand.

Forgrove late-style Model 22B high speed Hard Candy Twist Wrapper. Gears running in oil. Wraps up to 150 pieces per minute.



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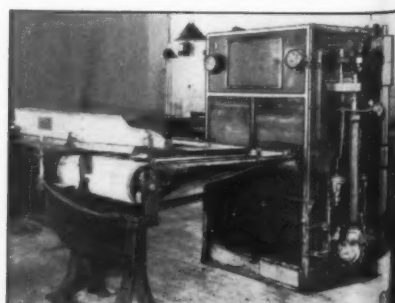
New York 12, N. Y.
Chicago, Illinois



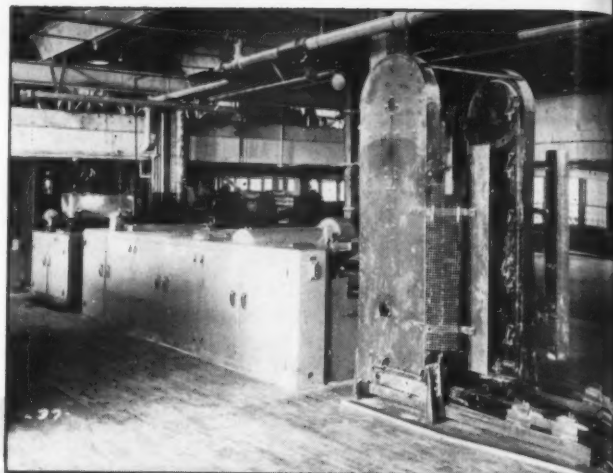
Forgrove Model 26D high speed Universal Fold Wrapper. Speed — 100 to 120 pieces per minute.



Huhn Double Starch Dryer and Cooler with all interconnecting conveyors to operate with Mogul automatically.



National Equipment 24" and 32" Enrobers with Automatic Temperature Controls, Automatic Feeders, Cooling Tunnels and Packing Tables.



**Ultra Modern
CANDY
MACHINERY**
Secured From Recent Liquidations
At Tremendous Savings
Prompt Deliveries

Bonus Clu
Model K
20 gal. &
Tilting
200 lb. S
low Be
Cut-Rol C
Bostonian
1000 lb.
150 lb. to
24" and 3
32" Kihlg
Simplex C
Simplex S
Savage C
600 lb. C
Form 3 H
National
6" and 7"
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THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE

MACHINERY FOR SALE

FOR SALE

Bonus Cluster Machine.
Model K #3 Savage Fire Mixers.
20 gal. & 50 gal. Model F-6 Savage
Tilting Mixers, copper kettle.
200 lb. Savage Oval Top Marshal-
low Beaters. Stainless water jacket.
Cut-Rol Cream Center Machines.
Bostonian Friend Hand Roll Machine.
1000 lb. Werner Syrup Cooler.
150 lb. to 500 lb. Chocolate Melters.
24" and 32" N.E. Enrobers.
32" Kihlgren Stringer.
Simplex Gas Vacuum Cooker.
Simplex Steam Vacuum Cooker.
Savage Cream Vacuum Cooler
600 lb. Continuous Vacuum Cooker
Form 3 Hildreth Pullers.
National Cherry Dropper.
6' and 7' York Batch Rollers.
National Wood Starch Buck.
Bausman Twin Disc Refiner Unit.
Ball and Dayton Cream Beaters.
30 Gal. Stainless draw off steam
jacketed kettles.
100 lb. cap. Resco chocolate melt-
ing and tempering kettle.
Savage Caramel Cutters.

SAVAGE BROS. CO.
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Vacuum cooker, cream beaters, choco-
late melters, stoves, cutrolls, pullers,
batchrollers, kettles, cooling slabs, Ho-
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S. Z. Candy Machinery Co., 1140
North American St., Philadelphia, Pa.

Trans-wrap Model C with scales, 2
Hildreth 100# pulling machines,
one 800# National cooker, 4 Model
K, kiss and cut wrappers, 2 Model K
sour ball wrappers, 1 Sutton & Steel
nut sorter & separator. Box 10611,
The MANUFACTURING CONFECTIONER.

MACHINERY FOR SALE

Steam vacuum, Simplex, two-way tilt.
Excellent condition. Bargain priced
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ley Miller Model MP. Motor driven,
semi-automatic, adjustable. Excellent
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MACHINERY WANTED

Wanted: 50 to 80 gal., gas fired cop-
per cooking kettles with agitators.
10 to 15 H.P. high pressure steam
boiler. 60 to 80 gal. copper or stain-
less steam kettles. Manton Gaulin
homogenizer, type 125E. Box 10612
The MANUFACTURING CONFECTIONER.

HELP WANTED

Pan man—Interesting job available.
Good salary and fringe benefits.
Tell us products you have worked
with. Send replies to Box 10613, The
MANUFACTURING CONFECTIONER.

Candy man with supervisory ability
and experience in a general line of
quality chocolate. Box 10614, The
MANUFACTURING CONFECTIONER.

SITUATION WANTED

Pan man. Experienced in all types of
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foreman or working foreman or teach-
ing. Willing to go anywhere. Box
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CONFECTIONER.

SITUATIONS WANTED

Young, aggressive German candy
manufacturer, heretofore director of
a large, modern, internationally-known
enterprise in West Germany, experi-
enced in all phases of candy produc-
tion and factory management (300
employees, \$5,000,000 annual sales)
wishes to settle in U.S. and seeks re-
sponsible position within a United
States concern. Top references show-
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national background and education
available. For details write to Box
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CONFECTIONER.

MISCELLANEOUS

WIRE FORMS: RACKS WIRE DISPLAYS:

Made to Specifications

LOW PRICES WHITE

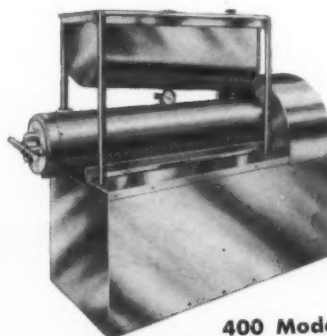
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in stock for prompt delivery. Plain,
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holiday fancy boxes, and all paper prod-
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aging of candies. Paper Goods Company,
Inc., 270 Albany Street, Cambridge 39,
Mass.

Business wanted: candy item or items
that sell during the Fall season. Must
have volume 200 M to \$500,000. Box
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Only the INSTANT and CONTINUOUS FONDANT MACHINE



400 Model

gives you these many advantages.

Creams & Cools simultaneously,
No waiting, creams HOT syrup instantly,
No expensive pre-cooling equipment required,
Finer, Smoother Fondant,
Fondant ready to use, without delay,

Produces more, in less space,
Saves valuable floor space,
Lower production cost,
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Proven the world over,

Made of Lifetime Stainless Steel & Aluminum.

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Please send information on the Master Model and the new "400" model, to

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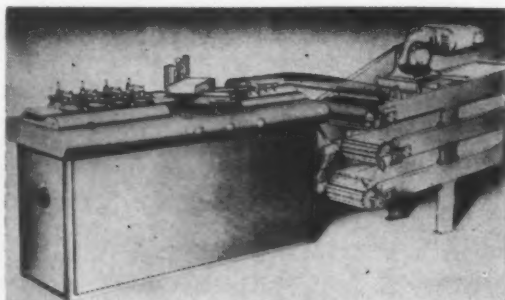
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THE HOFFMAN CLUSTER MACHINE

- Handles all-free flowing nuts.
- 2 more clusters per row.
- All stainless-steel construction
- Available in 16-24-32 and 40 inch widths.



STICK-MASTER

Integrated Sizer & Twister with electronic speed control.
Flexible — Diameters for $\frac{1}{4}$ " to $1\frac{1}{2}$ "; length from 4" to 16".
Productive — up to 1500 inches per minute.
Sanitary — Stainless steel finish — Candy always in sight.

BERKS HARD CANDY MIXER



Mixes color, flavor and acid
in 75 to 125 pound batches
at rate of 1000 lbs./hr.,
10% scrap may be included.
Saves labor and floor space.
Assures uniform mixing and
constant rate of production
through the day.

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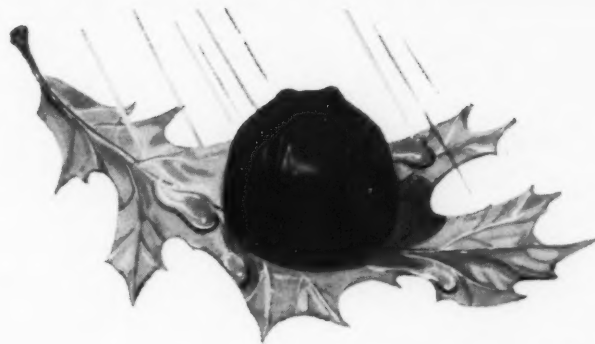
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WITH DURKEE'S Paramount Hard Butters

Forget everything you've heard about coatings that cost too much and still lose their gloss when the temperature or humidity changes. Forget all that because when you use coatings made with Durkee's Paramount hard butters, your candies keep that salesmaking gloss in spite of the weather. With Paramount, you get greater stability and longer shelf life.

So, to forget that coating problems ever existed, remember to specify coatings made with Durkee's Paramount hard butters. And, if you need help with any coating problem, just give us a call. If we can't help over the phone, we'll send one of our Technical Research men to your plant!



DURKEE'S PARAMOUNT HARD BUTTERS

DURKEE FAMOUS FOODS • Dept. MC
900 Union Commerce Building • Cleveland 14, Ohio





The Hubinger candy man's coat of arms

Resplendent on a shield of maraschino cherry red are the symbols of his craft. In the upper quadrant lies the sweet tooth, the goal of his labours. Beneath this molar, and crossed in attitude of salute, are the slide rule and ear of corn. The slipstick helps him determine your savings in production costs—down to the last mill—when you use Hubinger's OK BRAND Starch and Corn Syrups.

The ear of corn is a reference to the kind of jokes he tells, and also acts as a constant reminder from his wife to bring some home when he comes back from a trip. The candle, lighted at both ends, signifies absolutely nothing. He lights everything at both ends. The telephone indicates availability whenever you need advice on better ways to make better candy. Call him.



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KEOKUK, IOWA

New York Chicago Los Angeles Boston Charlotte, N.C. Philadelphia



**CONFECTIONERS' CORN SYRUPS
DRI-SWEET CORN SYRUP SOLIDS
THIN BOILING STARCHES
MOLDING STARCHES**

Prompt Truck and Rail Delivery

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wife
trip,
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better